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**C A T A L O G U E**

# ALBERTA

**I N V E S T M E N T**

**M A T C H I N G**

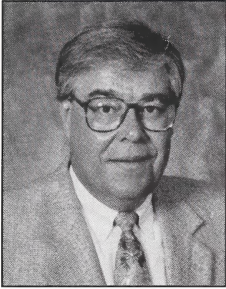
**S E R V I C E**

**O F A L B E R T A**

**Alberta**  
GOVERNMENT OF ALBERTA  
CANADA 







CANADIANA

NOV 17 1993

### ***MESSAGE FROM THE MINISTER***

Alberta's strengths are impressive. Endowed with an abundant supply of natural resources, spectacular scenery featuring our world famous Rocky Mountains, and a rich cultural heritage, the province offers a diverse range of opportunities for residents, businesses and travellers alike.

We are very proud of what we call the "Alberta Advantage". As a province, Alberta has the lowest personal income tax in the country, no sales tax, and among the lowest corporate income tax. We have the lowest fuel taxes, a beautiful environment, and the infrastructure in place that makes it all possible. Alberta is alive with the spirit of free enterprise and rich with abundant energy and resources. Our communities are modern and dynamic, and our workforce well educated and highly motivated.

The Investment Matching Service of Alberta (IMSA) Catalogue has been compiled to present many of the new and ongoing opportunities that Albertans are pursuing. Some are looking for investors in order to realize their business goals, while others are seeking strategic alliance partners to complement and expand their operations.

New opportunities in such industries as medicine, software and consumer products have been added to the base of promising, innovative Alberta companies featured in the Catalogue. In addition, the first few pages provide useful information identifying current economic indicators for the province, and describing selected pieces of Alberta infrastructure, namely Dow Chemical's contribution to the province and Canada's first commercial supercomputing facility. Dreco Energy Services Ltd. and CAE Aviation Ltd., two Alberta companies seeking strategic alliances, are described at length in two articles.

The Catalogue is recommended reading for those of you looking to invest or seeking strategic partners in Alberta. I am sure that you will find the following pages to be of interest.

*Ken Kowalski*

Ken Kowalski  
Deputy Premier  
Minister of Economic Development and Tourism

## CATALOGUE

The purpose of the Investment Matching Service of Alberta (IMSA) is to identify, develop and market Alberta business opportunities to a global network of investors. Opportunities include direct equity investments, mergers and acquisitions, joint ventures and other forms of strategic alliances.

Business opportunities and investors are registered in the computer matching program to provide a systematic two-way flow of referrals. A counselling service is also available to assist Alberta entrepreneurs develop business plans and promotional materials.

For investors interested in an opportunity, IMSA maintains an up-to-date executive summary and business plan on every venture listed in this Catalogue. An executive summary will be sent to an investor expressing an interest in a specific venture. A business plan is available to interested parties at the discretion of the entrepreneur.

For companies interested in opportunities profiled in the strategic alliance section, IMSA can refer you to the appropriate individual.

If you are interested in registering, either as an investor or as a company seeking investment capital or a strategic alliance partner, please complete the form at the back of this publication.

### Direct Inquiries to:

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Alberta Economic Development & Tourism  
4th Floor, CityCentre  
10155 - 102 Street  
Edmonton, Alberta  
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Room 500  
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Canada T2R 1J5  
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The projects listed in this IMSA Catalogue may be eligible under the Alberta and Canadian Guidelines of the Entrepreneurial Immigration component of the Business Immigration Program.



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The Province of Alberta and its agents assume no responsibility for the accuracy of information provided under the Investment Matching Service of Alberta nor for ensuring compliance with any statutory or regulatory requirements.

### Canadian Economic Overview

Canada is enjoying an economic recovery, although unemployment rates across the country remain high. Statistics Canada's composite leading indicator, a basket of ten bellwether statistics from housing to the money supply, rose by 0.6 per cent in July 1993, following a 0.7 per cent increase in June. A steadily rising indicator is a strong sign of better economic performance in the coming months. This indicator has been increasing since early 1991.

Exports, which until recently, were driving the Canadian economic recovery, have been somewhat replaced by consumer spending as Canadians are feeling more confident and are spending more than earlier in 1993. Demand for personal services was especially strong, leading to an increase in employment in June and July in this sub-sector.

### Alberta Economic Overview

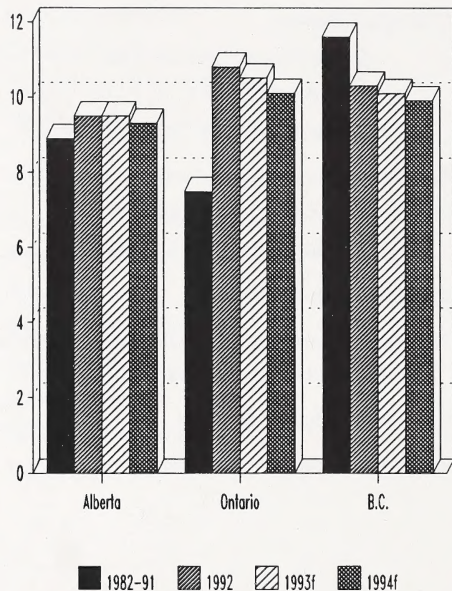
According to the Conference Board of Canada's Summer 1993 Provincial Outlook, "the bottom line for the [Alberta] economy is the best in the country." In addition to the positive impacts derived from increased oil and gas activity (see later section), Alberta's new and growing forestry sector is expected to strengthen the economy, particularly when the AIPac mill in northern Alberta commences full production in mid to late 1993.

While the provincial budget proposed no tax increases, it included cuts as part of a plan to eliminate the deficit by fiscal 1996/97. The reductions in spending have translated into government downsizing, which is contributing to an overall weakness in employment in the service sector.

Rationalizations in the airline and telecommunications industries are also dampening employment gains in the service sector.

### Unemployment Rates

(Expressed as a percentage)



Despite developments like government reductions, the outlook for employment in the province in general is favourable. It is widely expected that the jobless rate, which rose by more than one per cent to 9.5 per cent in 1992, will remain the same for 1993 and will then decrease in 1994.

Alberta's unemployment rate for May 1993 was 9.5 per cent, the third lowest in Canada (behind Saskatchewan at 7.3 per cent and Manitoba at 9.4 per cent). The national rate for May 1993 was 11.4 per cent.



## Oil and Gas Industry

After hitting a 20-year low in 1992, exploration and development in the oil and gas industry in Alberta increased substantially in the first half of 1993. Companies increased spending to take advantage of the March 1993 expiry of Alberta's one year royalty on oil development wells. The holiday on royalty payments was subsequently extended. Activity will be further strengthened by the government's streamlining of regulations.

According to a July 1993 report by one of Canada's major chartered banks, Scotiabank, the "prices for Alberta natural gas should improve in 1993. Canadian exporters are already benefitting from the U.S. turnaround, with average export prices rising 4 per cent last year to US \$1.90 per metric cubic foot." The report also notes that annual contract prices between Alberta and eastern Canada have bottomed out and will rise in the upcoming contract year, commencing November, 1993.

Other developments that bode well for the natural gas industry are the virtual disappearance of the gas bubble in Western Canada and the rise in natural gas exports—volumes were up by 20 per cent in both 1991 and 1992; further increases are already evident this year (see production table).

### Alberta Oil & Gas Production (January 1992 to January 1993)

	1/1992	1/1993	%Change
Natural Gas (millions of cubic metres)	11,254.6	12,544.8	11.5
Crude Oil & Equiv. (thousands of cubic metres)	6,993.5	6,819.2	-2.5

## Residential Construction

Residential construction in Alberta rebounded sharply in 1992, increasing about 50 per cent over 1991 levels. It appears that the impact of the lowest mortgage rates in decades (and, therefore, more affordable homes), a federal first time home buyers program and sizeable migration to the province drove housing starts up to almost 19,000 units, up from 12,500 in 1991.

Housing activity in 1992 in Edmonton and Calgary was particularly good, though 1993 will likely see an overall decrease in comparison. In its June 1993 economics report, the Royal Bank estimates that the poor performance of the oil patch in 1992 may have diminished migration to the province, so starts may drop to some 15,300 units in 1993. However, favourable conditions should refuel starts in 1994.

### Alberta Housing Starts

	1991	1992	1993f	1994f
Units	12,492	18,573	15,345	16,000
Annual % Change	-27.5	48.7	-17.4	4.3
f-forecast				

## Tourism in Alberta

Tourism is an important and growing industry in the province. In 1992, employment in the industry was estimated at 100,000 people and about \$3 billion in revenue was generated. Albertans are the source of most of the revenues, followed by other Canadians, and then Americans.

Some 831,000 visitors from the United States accounted for 11 per cent of the total revenues generated, while international tourists, who numbered about 500,000, accounted for 12 per cent of all revenues.

## DOW CHEMICAL CANADA INC.

Dow Chemical Canada Inc. came to Alberta in 1957 to serve the needs of western Canadians in the areas of agriculture, oil and gas, lumber, petrochemicals and consumer products. A subsidiary of the multinational Dow Chemical Company, Dow Chemical Canada has followed in its distinguished parent's footsteps as a leader in its chosen role. Dow's principal activity in Alberta is basic chemicals and plastics, with over \$600 million annual sales in petrochemical products and approximately 1,100 salaried employees at their Fort Saskatchewan facility, located just northeast of Edmonton. Dow's products serve a wide range of industries, from aluminum, insulation and construction materials to household products, packaging and polyester fibres.

From its arrival, Dow has been a major player in the development of Alberta's growing petrochemical industry, increasing the diversification and stability of Alberta's economy and positioning the province as a world leader in petrochemical manufacturing. Dow's first two plants at Fort Saskatchewan opened in 1961, followed by a major chlor alkali plant in 1968.

In the early 1970's, Dow decided to make a major, long term commitment in Western Canada with their "Alberta Project". The company launched a \$1.2 billion program to establish a natural gas position, and to build three new world scale facilities at Fort Saskatchewan: a second chlor alkali plant, an ethylene oxide/ethylene glycol plant and an ethylene dichloride/vinyl chloride monomer plant. At the same time, the \$350 million, 3,058 kilometre Cochin pipeline was built connecting Fort Saskatchewan to Sarnia, Ontario.

Dow's growth within Alberta continues. A world-scale polyethylene plant was opened in 1985, as well as additional research and

development facilities in 1986, and further expansions to existing plants in 1987.

In early 1992, Dow's oil and gas subsidiary, Maligne Resources Ltd., together with Amoco Canada Petroleum Company Ltd., created the new, debt-free oil company Crestar Energy Ltd. The deal emerged as a result of Dow's decision to remain focused on the petrochemical industry and exit from the oil and gas business. The parent companies will oversee its operation until mid-1994, when shares will go public. "We think the eventual sale of Crestar shares will provide good value to Dow Canada", says Graham Sweeney, Dow Canada's president and chief executive officer.

Most recently Dow initiated an \$800-million Hydrocarbons Project expansion at Fort Saskatchewan, to build new fractionator and ethylene plants and double the capacity of the existing polyethylene plant. The expansion is going ahead despite discouraging industry conditions, as evidenced by low demand, low prices and a rival company's recent decision to get out of the polyethylene business. Dow spokesperson Leslie Beard believes the move will position the company to take advantage of the business-friendly atmosphere stemming from the Canada-U.S. Free Trade Agreement. The elimination of tariffs on petrochemical products as of January, 1993 has increased business for polyethylene products to Dow's biggest export market.

The Hydrocarbons Project, to be completed in the fall of 1994, is Dow's largest investment in Western Canada since the late 1970's. It is expected to create nearly 1,200 jobs during peak construction and between 250 to 300 permanent high-tech positions.

For more information, please contact the Investment Matching Service of Alberta.



## HPC HIGH PERFORMANCE COMPUTING CENTRE

HPC High Performance Computing Centre is the first commercial supercomputing facility in Canada. HPC incorporates advanced computing facilities into the fabric of Alberta's and Canada's research infrastructures.

High performance computing is the use of high speed computational machines, networks and methods to explore leading-edge scientific research, industrial design and manufacturing, communications, and information management.

The Centre opened in June, 1993, to provide industrial and academic researchers with the computational technology required to keep pace with the rapid global progress in science and technology. The Centre is dedicated to providing users with a distinct competitive advantage by producing faster, more cost-effective results. The most advanced methods of information technology are promoted and full consultative resources provided. The depth of HPC's expertise in computing ensures the highest possible level of user support.

HPC is a not-for-profit industry-led consortium based in Calgary. Infrastructure funding was contributed by the governments of Alberta and Canada.

### The Tools To Be Competitive

The Calgary Centre is based on a Fujitsu VPX240/10 super computer capable of performing up to 2.5 billion computations per second. It has a large central high-speed memory of one-half billion bytes, a secondary memory of one billion bytes. Users access the machine through fibre optic cables. The supercomputer employs software which complies with international standards and its standardized UNIX operating system permits speedy applications transition.

The Centre maintains its leading-edge computation technology through a revenue-generated technology renewal fund.

### Reducing The Cost of Research

The resources of the Centre can be used in a variety of research disciplines including: chemistry, physics, astrophysics, biology, genetic research, oceanography and economics.

- In manufacturing, supercomputing can displace with labour and time intensive testing of product quality and integrity.
- In medical research, the supercomputer's imaging techniques provide simulations for diagnostic purposes in minutes.
- In the oil and gas sector, increased yields are resulting from the precise reservoir definition and models simulated through high performance computing.
- In the study of the environment, the supercomputer provides the means to understand and predict phenomena such as the impact of natural disasters.

### Broad Range of Users

University researchers with a broad range of interests currently use the facility; up-and-coming researchers can access the super computer through a scholarship program sponsored by the Centre and Fujitsu. Other clients include companies in the seismic industry, spatial imaging field and software development business. Network connections provide access to research centres across Canada.

Costs are determined according to the complexity of the project. Pre-consultation and facility access are available upon request.

For more information, contact the Investment Matching Service of Alberta or Mr. Ross Chalmers, Director of Sales, HPC High Performance Computing Centre.

### ALBERTA OILFIELD COMPANY LOOKS TO EXPLORE STRATEGIC ALLIANCE OPPORTUNITIES

Dreco Energy Services Ltd., an Edmonton-based oilfield equipment manufacturer with an international scope, is interested in establishing specific strategic alliances that will help the company achieve its goals of technological differentiation and continued worldwide market expansion.

Incorporated in 1972, Dreco now employs 550 worldwide and posts annual sales of \$66 million (US). Dreco Energy Services Ltd., together with its subsidiaries, designs, manufacturers and markets drilling machinery and equipment, downhole products, including drilling motors and specialized tools, for use in the drilling and servicing of oil and gas wells. The company's main customers are drilling and well servicing contractors, oil companies, supply companies, service companies and engineering contractors. "Over the past 20 years, Dreco has built itself into one of the world's leading designers and manufacturers of complete onshore and offshore drilling installations," says Daryl Ferko, Vice President - Finance, Dreco Energy Services Ltd. The company's products are marketed under the trade names Dreco, Griffith Oil Tools, Trudril, Kremco and Hitec-Dreco.

- **DRECO** provides for the design, construction, modernization and repair of land and offshore rigs. Products include derricks, masts, substructures, drilling machinery, offshore KingPost cranes, and complete rig packages. The company's rig packages include those specialized for Arctic operating environments, offshore platforms, desert service, as well as conventional land and offshore applications.
- **GRIFFITH OIL TOOL** provides drilling rig related downhole tools, including hydraulic-

mechanical drilling jars and fishing jars, shock tools, bumper subs, jar accelerators, reamers, and stabilizers. The company also manufactures kelly and tubing safety valves, downhole tool service centre equipment, and well service blowout preventers.

- **TRUDRIL** provides downhole motors, both high and low speed assemblies for steerable applications, directional drilling, straight hole drilling, coring, coiled tubing and servicing applications. As well, the company supplies medium and short radius drilling motors, including assemblies for horizontal drilling, positive displacement downhole motors for special requirements, and accessories for most applications.
- **KREMCO** provides self propelled and trailer mounted rigs, track vehicle mounted rigs for extreme conditions, well service pumps, related components, complete mobile rig packages, and coil tubing units. Services include the repair, maintenance, and spare parts supply for equipment manufactured.
- **HITEC-DRECO** is a Norwegian-Canadian industrial venture (75 per cent Dreco-owned) headquartered in Norway. Formed in 1989, the company provides project management and engineering, feasibility studies, and specifications preparation for offshore rigs in regions having strict regulatory controls.

Dreco Energy Services Ltd. maintains manufacturing facilities in Canada, Norway and the U.S., and through joint ventures and subcontractors in Europe, the Far East, and South America. Engineers and draftspersons work from offices in Houston, Texas; Edmonton, Alberta; and Stavanger, Norway. Worldwide field service representatives are based in Houston and Edmonton. The company's



direct sales offices are in Houston, Edmonton, London, Moscow, Edemissen and Stavanger, with representatives assigned to other worldwide locations.

An example of Dreco Energy Services successful strategic alliance track record can be found in its subsidiary company, Hitec-Dreco. In February 1992, Hitec-Dreco, delivered its first North Sea drilling facility for the Norske Shell Draugen Project, both within budget and schedule. In May 1992, Hitec-Dreco was awarded the contract for the Norske Shell Troll Development. Also in May 1992, Hitec-Dreco acquired Karmoy Stalindustri A.S. (renamed Hitec-Dreco Karmoy), a construction yard situated on an island near Stavanger. The plant is ideal for the manufacture of drilling facilities, either in whole or in part, and the external areas are well situated for rig up and assembly of a complete rig, including testing, commissioning and function testing.

"As for the future, Dreco Energy Services Ltd. is looking to utilize its manufacturing and international marketing expertise to market new products, and products compatible with its existing product line, on a worldwide scale." says Ferko. If you would like to explore a strategic alliance opportunity with Dreco Energy Services Ltd., contact:

Mr. Franklin L. Kobie  
President and CEO  
Dreco Energy Services Ltd.  
3716 - 93 Street  
Edmonton, Alberta  
T6E 5N3  
Telephone: (403) 463-2065  
Telefax: (403) 463-3276  
or the Investment Matching Service of Alberta.

## A BRIGHT FUTURE FOR CAE AVIATION LTD.

**CAE Aviation Ltd.** has evolved over the last 50 years into one of the Canadian aerospace industry's largest and most experienced service centres for military and commercial aircraft. CAE Aviation, known previously as **Northwest Industries Ltd.**, began operations in Edmonton during World War II as an aircraft assembly and overhaul service facility. In 1962, CAE Aviation joined the CAE Inc. group of companies of Montréal. Since then, it has gained a solid reputation for service in North America and beyond.

Over 600 people are employed by CAE Aviation in the maintenance, repair, over-haul and modification of military and commercial aircraft, and in the production and management of technical publications. Located at Edmonton's International and Municipal airports, its facilities are large enough to accommodate a Boeing 747. Among the aircraft serviced are the C130 Hercules, Tutor, T33 Silver Star and CF18 Hornet. In 1992, the Lockheed Corporation designated CAE Aviation as the sole authorized Lockheed C130 Service Centre in North America.

In support of its NATO AQAP-1 designation and its Transport Canada approval, CAE Aviation offers a complete range of professional services, including engineering, manufacturing and technical publications.

**Repair and Overhaul** - CAE Aviation provides a comprehensive aircraft maintenance service, ranging from minor inspections to major overhauls. Some services offered are: non-destructive testing; airframe and electrical systems life extensions and corrosion control.

**Engineering** - The Engineering Department provides comprehensive design, analysis, technical investigation and reporting services. It develops, verifies, maintains and disseminates all technical information.

**Quality Control (QC):** The QC Department extends the "Quality Umbrella" over the

company's operational departments to ensure that the contractual obligations meet or exceed customer satisfaction. CAE Aviation is designated by the Department of National Defense as AQAP-1, equivalent to ISO 9000 certification. CAE Aviation will soon receive full ISO 9001 certification.

**Technical Publications:** A commitment to quality has been the foundation for the development of the Technical Publications Department, founded in 1954. Now the largest of its kind in Canada, the publication team offers an integrated package of publishing services.

**Ongoing Programs:** The R&O program is service-life extension programs on the 10 CC130, the Tutor and T33 aircrafts. CAE Aviation is a member of the Canadian consortium that provides maintenance support for the CF18.

The Aircraft Structural Integrity Program and the Configuration Management Program for the CC130 Hercules are the main programs involving the Engineering Department. Other long term programs include specialized Technical Investigation and Engineering Service Contracts for the Hercules, Tutor and C33 aircraft fleets.

**The Future:** By vigorous investment in new technology and training, CAE Aviation is preparing for a future of rapid change and excellent customer service. The future includes expanding the business base and seeking more commercial work.

Those interested in working with CAE Aviation toward those goals, please contact the Investment Matching Service of Alberta or:

Mr. Larry Prokop, President  
CAE Aviation Ltd.  
P.O. Box 9864  
Edmonton International Airport  
Edmonton, Alberta T5J 2T2  
Phone: (403) 890-6300  
Telefax: (403) 890-7063



**For more information on any strategic alliance opportunities, please contact  
the Investment Matching Service of Alberta**

### **5142**

#### **Consulting Engineering**

Acres International Ltd. is a major consulting engineering company, wholly-owned by senior employees. Founded in 1924 in Ontario, the Calgary operation was established in 1969 and currently has some 40 employees and \$2.5 million annual revenues. The Calgary branch of Acres is interested in providing engineering and environmental services to companies planning to establish facilities in Alberta, the Northwest Territories and the Yukon. The company is also interested in strategic alliances with companies possessing complementary skills.

### **5073**

#### **Logistical and Operational Management**

Frontec Logistics Corp. is a leading contractor of logistical and operational management, technical and maintenance services with an annual sales volume of \$90 million. Current contracts include the operation and management of the North Warning System and installation of a mobile radio communications system in military vehicles. Frontec seeks to form a venture in Europe with an international company to pursue hot fire training opportunities.

### **5118**

#### **Data Compression Products**

Compression Technologies Inc. (CTI) develops leading edge data compression products. Its CTI WARP I and WARP II products significantly enhance bi-directional throughput. These products, which are in use in North America, have outperformed the com-

petition, both in terms of technological performance and cost-effectiveness. Projected sales for 1993 are in the range of \$2 million. CTI is seeking a strategic partner with proven marketing and sales experience for a long term joint venture agreement.

### **5052**

#### **Military and Related Software**

Axion Spatial Imaging Ltd. specializes in software design and production for Command and Control, Air Traffic Control, Flight Simulation, Mission Planning and Tracking visualization and display applications for military and civilian users. To complement its Mission Planning products, Axion developed software to create terrain data for analysis, and hardware to print full-scale films of high quality as hard-copies. Axion is a specialized company with annual sales under \$1 million, a large proportion of which is reserved for ongoing R & D. Axion is seeking a strategic alliance with an industrial partner that will provide international marketing strength and local technical support. The partner may also provide an equity infusion.

### **5070**

#### **GIS Software**

GWN Systems Inc. is recognized worldwide as a leader in advanced civil and municipal engineering, mapping and GIS software with annual sales volume of over \$800,000. Among its products are: a digital terrain model for mapping and engineering design and geographic information system (GIS). GWN is seeking partners to help aggressively develop the market for its products. Partners may be a part of technical, financial or a marketing alliance.

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**5125**

**Environmental Engineering**

Bercha International Inc. is an integrated engineering and service organization specializing in environmental engineering. Based in Calgary, it has offices in Ottawa and Kuala Lumpur, Malaysia. Incorporated in 1975, the company experiences annual revenues of between \$2 million and \$5 million. Bercha has completed over 500 environmental projects with emphasis on frontier regions, hydrocarbon exploration and production offshore and onshore, and specialized industrial problems. Bercha seeks alliances worldwide with organizations that would expand Bercha's markets.

**5136**

**Oilfield Equipment and Tools**

Dreco Energy Services Ltd. is engaged in the design and manufacture of oilfield equipment and tools for the international petroleum exploration and production industry. The company focuses on providing superior technological solutions for harsh and specialized environments. Since its incorporation in 1972, annual sales for the company have grown to \$66 million. Dreco is interested in pursuing strategic alliance opportunities that will assist the company in achieving its goals of technological differentiation and continued worldwide expansion.

**5111**

**Mechanical and Electrical Engineering**

Hemisphere Engineering Inc., established in 1957, provides professional mechanical and electrical engineering services. Serving a broad international client base, recently expanded to include Eastern Europe, the

company achieves annual sales volumes of around \$5 million. A recent company project involves the engineering work on the \$150 million human/animal virus disease control centre for the Canadian government. The project has high-tech engineering requirements for pressurization and extreme cleanliness. Hemisphere is seeking a strategic partnership that would allow both companies to expand their global markets served and/or fulfil local content requirements.

**5144**

**Materials Engineering and Testing**

Over the past five years, the Canspec Group Inc. has emerged as North America's largest independent materials engineering and testing company. The Calgary-based company, with annual sales of \$30 million, is well known for its non-destructive testing (NDT) for pipelines, as well as its work in a variety of industries like oil and gas refining, petrochemicals, and pulp and paper. Canspec, which has extensive worldwide experience, seeks partners that would further enhance Canspec's presence in these markets.

**5124**

**Oil & Gas Fund**

Barrington Petroleum Ltd. is involved in oil and gas exploration, development and production. The company estimates revenues for 1993 at \$23 million. The basis for future growth is its portfolio of long term, export gas contracts and its seven gas processing plants. Barrington is seeking joint venture opportunities in property and facility purchase and management. The company also seeks equity investments (minimum \$100,000 per investor) to retire debt and to expand operations.



**5001****Transportation and Drilling Equipment**

Canadian Foremost Ltd. designs, manufactures and markets all-terrain tracked and wheeled vehicles and mineral exploration drilling equipment. Approximately 80 percent of its products are exported to over 30 countries around the world. Located in Calgary, with a pipe manufacturing plant in Reno, Nevada, the company achieves revenues around \$23 million per year (1991). A 70 percent owned joint venture, Foremost Progress Ltd., enhances Russian/CIS business activities. Canadian Foremost is seeking a strategic alliance to expand the business base to take advantage of its manufacturing capability, management expertise and

**5106****Integrated Software Processing**

BenchMark Technologies Ltd. is a software company whose main focus is to keep ISPW (Integrated Software Processing Workframes) at the vanguard of Application Management. ISPW is a maintenance and development productivity environment, which unites divergent technologies, procedures, tools and personnel through a meta-data repository. BenchMark is seeking qualified local distributors in markets other than North American and German speaking countries (where distributing arrangements exist).

**5128****Industrial Biotechnology**

Industrial Biotechnology Services Inc. (IBS) was established to develop cost-effective biological processes for the treatment of industrial effluents, enhanced productivity or

recovery of resources. IBS seeks alliances with environmental engineering firms. IBS also wishes to execute subcontracted service agreements with major environmental engineering consultants.

**5120****Biotechnology**

Biomira Inc. is a publicly traded biotechnology company, committed to the research, development and commercialization of products for the diagnosis and treatment of cancer. Poised on the edge of several new cancer related breakthroughs, Biomira in recent years has seen annual revenues exceeding \$20 million. Biomira is interested in forming strategic alliances that would complement the company's efforts to produce and commercialize its products.

**5137****SCADA**

The Control Division of Harris Canada Inc. is a market leader in the research and development, manufacture, sales and support of supervisory control and data acquisition (SCADA) Remote Terminal Units and Devices for use in time critical applications in electrical utilities. The company achieves sales of \$30 million per year. Harris is seeking an Alberta partner with experience in power distribution/transmission and SCADA for a joint venture, technology transfer or marketing arrangement.

**5030****International GIS and Petroleum Software**

Intera Information Technologies (Canada) Ltd. provides information solutions to its customers in over 90 countries through the collection, processing an interpretation of data using

satellite, airborne, ground and subsurface survey technologies. Incorporated in 1974, the company sees annual sales volumes of \$74 million (1991) and employs over 500 personnel. Intera would like to enter into arrangements with companies who could undertake the distribution of its products. In particular, Intera is looking for companies who are interested distributing their Petroleum software products or their Geographic Information System (GIS) products.

**5139****Surveying and Related Services**

Challenger Surveys and Services Ltd. is an established Canadian survey firm with offices in Edmonton and Calgary, employing 40 people and achieving annual revenues of \$2.5 million. Services offered by Challenger include: surveying and engineering; marine surveys; pipeline location services; seismic surveys; software and systems; municipal planning and GIS/GPS. The company is seeking to transfer technology and expertise in exchange for local representation and local contacts in Southeast Asia. The foreign partner would be well established financially and technologically.

**5132****Energy Efficient Building Systems**

Nascor Incorporated prefabricates energy efficient exterior building systems and related products. With over \$5 million in sales per year, the Nascor system is known for its energy, cost and time efficiencies and its ability to interface with all existing building products. Nascor's products are exported worldwide. The company is looking for investors locally and/or licensees either domestically or overseas.

**5065****Security Software**

PPM 2000 Inc. researches, develops and markets management information systems targeted toward the security, safety and risk management professionals. The company experiences revenues of approximately \$400,000 per year. Its products are: InTrack, InCase, Security Timetrack, and Key-Z. PPM 2000 seeks the strategic partners to represent the company's products in Europe, Asia and the Middle East. The partner would be able to offer a high degree of aftersales service including technical support.

**5123****Diversified Engineering**

Stanley Technology Group Inc. (STGI) represents a cornerstone of Stanley International Group Inc. Its services are: environmental processes and infrastructure; municipal works; transportation systems; building and plants; project management; and services through its offices around the world. Annual revenues are \$85 million. STGI is seeking various forms of strategic partnerships with international consultants.

**5097****Medical Science**

Tyler Research Instruments Corporation is the only Canadian manufacturer of instrumentation for molecular separation service and genetic engineering. It has annual sales of \$1 million, and is pursuing new product development and international marketing for its instrumentation line. Tyler Research aims to export and develop strategic marketing alliances for the distribution of their products.



**5122**

**Software for Automated Control Devices**

Taylor Industrial Software Inc. is a manufacturer of software solutions for automated control devices. Taylor's core capabilities include programmable logic controllers (PLC) programming and communications software. Its software is shipped to over 50 countries and 80 percent of its products are sold outside of Canada. Its core products include: Allen-Bradley, Modicon PLC software and Computer Based Training software for PLCs. Taylor is seeking joint venture partners worldwide to provide local marketing services, language support and knowledge of the business culture.

**5138**

**Custom Plastic Molds and Parts**

Petrolia Plastics Inc. produces custom plastic molds and parts for the telecommunications industry. It uses CAD/CAM systems and 3D Visualization to design and develop new products, build molds and produce finished items. Petrolia has 50 employees and ships product all over North America and into Europe. It seeks a strategic alliance with an European company, preferably in France or Germany, which is interested in running product in Canada for the North American market on similar joint venture.

**5033**

**Metal Buildings**

MakLoc Buildings Inc. is a leader in the design, manufacture and installation of metal buildings for a wide range of industrial, commercial and agricultural applications. Its buildings are noted for their durability, extensive range of applications, wide size range, energy

efficiency, and quality ratings. The company displays annual sales volume of \$8 million. MakLoc is seeking a strategic alliance with a company that would use its products in its projects, thereby expanding MakLoc's geographic markets for its structures.

**5060**

**Power Electronics Engineering**

Universal Power Corporation (UPC) is a power electronics engineering firm that provides custom power supply and design consulting services. It also provides prototype manufacturing and specialized power protection. The company's annual revenue reached \$650,000 in 1992. Thanks to a joint venture, UPC's products will be produced in Mainland China, starting in 1993. UPC is interested in an agreement that would further expand its technology base and product lines.

**5129**

**Products for Rotating Equipment**

Revolve Technologies Inc.'s mission is to advance innovative technology solutions and high quality services for the benefit of the rotating equipment industry. Its products include: an advanced active magnetic bearing system; mechanical dry seal control systems; and thrust reducing seal systems. The company employs 25 people and achieves annual sales of \$3 million. Revolve is seeking to license technology and/or jointly develop mechanical dry seals and magnetic bearings and to improve its international marketing presence.

**The following Alberta investment opportunities are seeking \$1 million or more:**

**791**

### **Wastewater Turnkey Systems**

This Calgary company, incorporated in 1985, specializes in designing, fabricating, and installing customized industrial wastewater, water and sewage treatment systems. It has installed major turnkey wastewater treatment plants in Canada, the U.S., and Malaysia, plus numerous smaller projects, pilot plants, and engineering works. Client base includes Texas Instruments, Proctor and Gamble, Pepsi Canada, Johnson and Johnson and the Perrier Group of America. A further investment of \$1.5 million is being sought to internally finance projects.

**866**

### **Cattle Feed Processor**

This company, incorporated in 1953, is located in Wetaskiwin, 35 miles south of Edmonton. It is a successful distributor of short line farm equipment. It recently developed and is manufacturing a vertical Cutter/Mixer/Feeder (CMF). The CMF cuts, mixes and dispenses Total Mixed Rations (TMRs) to cattle. It is more efficient than any similar equipment currently available. The target market is beef and dairy producers in North America. Distribution networks are in place in Western Canada and the Southern U.S. Equity of \$2 million is required for marketing and R & D. Minimum investments of \$500,000 will be accepted.

**678**

### **Fingerprinted "Smart Cards"**

This Edmonton company, incorporated in 1988, is in the final testing stage of an integrated personal identity system. The "Smart Cards" involve microchips for credit cards, passports, travel visas, health care systems, and other forms of documentation where fraud may be suspected. The product is patented in five countries including Canada and the U.S., and is pending in Europe and Japan. Fingerprint digitalization techniques are united with "Smart Cards" for user identification purposes. Funding of over \$900,000 has been invested in the project. Equity of \$2 million is required to complete development on bank cards (the second major project), and to market the current system.

**828**

### **Dry Pipe Sprinkler System**

This company, 130 miles northeast of Edmonton, was incorporated in 1988, to design and manufacture an air pressurized dry pipe sprinkler system for residential, and small to medium commercial and industrial buildings. The system, patented in Canada and the U.S., is in the final stage of regulatory approval. It does not have the problems of freezing or possible main water source contamination, and the cost is estimated at less than one-half that of wet systems. An equity investment of \$1.5 million is required to start manufacturing and marketing of the system. Investors with marketing and/or general management experience are of particular interest to the company.



**724****Pharmaceutical Products**

This Calgary company, incorporated in 1987, is an emerging pharmaceutical firm that is listed on the Alberta Stock Exchange. Four years have been invested in R & D. It is ready to market two types of spray-on bandages (one for human use and one for veterinary use) and a topical acne medicine. Treatments for Herpes I and II are in the final stages of approval, and a medication for psoriasis is being clinically tested. The company requires up to \$1.5 million to finance operations, to market new products, for ongoing clinical studies and R & D.

**NEW  
1094****Home Education Program**

This Edmonton company, incorporated in 1993, Has been established to market specialized educational software (grade one to grade twelve). It has been designed to address a growing demand for a comprehensive, quality program for individualized home study. Audiovisual and interactive computer capabilities are combined, using activity kits, including traditional academic courses as well as music, sports and social development. The company requires \$1.5 million in equity and/or debt financing to complete product development and for inventory, to launch the product in Canadian and U.S. markets.

**946****Software Company**

This Calgary company was incorporated in 1988 to exploit the programming skills available in Canada. The company has built three software products that have been sold to over 160 Fortune 500 companies. Revenues have grown steadily

from \$212,000 to \$1.6 million. In May, 1992, the company released its flagship software product which provides automatic back up of workstation and PC data to a mainframe. The market response to this product has been stronger than anticipated. Annual revenue is expected to reach \$14 million within four years. The company requires \$2.2 million in equity to expand international sales, continue project development and to retire debt.

**UPDATE  
880****Auto/Recreation Battery Manufacturer**

This Calgary company, incorporated in 1988 to market batteries, will now be manufacturing a wide line of lead-acid batteries for automotive, truck, industrial, and recreational markets. The company currently sells 40,000 batteries per year, but the new plant will be able to produce in excess of 400,000 batteries per year by 1996. Construction costs of \$4 million will be offset by a major corporate partner's contribution of \$1 million of equipment and technology. The market for replacement batteries in its market area is estimated to be 3.8 million units per year. Equity of \$1.5 million is being sought to complete the construction of the plant.

**UPDATE  
649****Electro Optics Company**

This Calgary company, has done electro optics contracting and research and development since its establishment in 1979. The company has invested \$1 million in the development of a remote sensing instrument which is the most advanced unit of its type in existence. The new product is poised to capture a significant share of a \$60 million market. The company is seeking an investment of up to \$1 million from one or more investors for expansion.

**802****Recycled Waste Plastic Products**

This Edmonton company has been manufacturing and distributing a wide variety of recycled plastic products, such as plastic lumber and parking curbs since December, 1990. All types of waste plastic are used in the process. The company intends to expand marketing across North America. The company now has four production lines in operation 24 hours a day, seven days a week, enabling the company to increase production and attempt to meet the current demand. The company requires added equity of \$1 million to increase marketing, to supply the full Canadian market and expand into the U.S.

**894****Air Navigation Systems for Airports**

This Calgary company incorporated in 1981 and its products represent the leading edge of ground-based aircraft navigation technology. The company is a manufacturer of radio navigational and meteorological equipment and supplies its products through long-term exclusive distributor agreements with leading manufacturers. The company has recently restructured its debt, and is now looking for an equity investor. A \$3 million investment is being sought, with a minimum of \$1 million per investor. The equity will be used for product development.

NEW  
**1108**

**Computerized Prosthetics/Orthotics**

This Calgary company was incorporated in 1990 to develop and market computer aided design and to manufacture prosthetic and orthotic devices. With their own resources and \$2 million from medically

related foundations, the company has successfully developed a new system. It uses a laser camera, computer technology and a milling machine to produce exact fitting prostheses and orthoses. The North American market for below-knee prostheses is estimated to be worth over \$159 million. The company will consider an active investor with marketing experience, a passive investor, and/or a marketing alliance. Equity of \$3 million is required and minimum investment of \$500,000 will be considered.

**888****Medical Lab Supplier and Abattoir**

This Edmonton area company, incorporated in 1985, is involved in two diverse but complementary business areas; medical supplies and meat production. It has its main operation in Ardrossan (just east of Edmonton). A large customer base has been established in Alberta and the company is ready to expand to the rest of Canada and eventually to the U.S. Many products for medical laboratories are produced including: reagent for nutrient based cultures, culture media and stains. The abattoir produces fully inspected meat products from both domestic and game animals. Equity of \$2 million is required to complete facility construction, asset purchases and R & D.

**727****Apparel/Trading Company**

This Calgary operation, founded in 1983, is a prominent apparel company, servicing the National and American leagues of baseball, the NCAA, and the CFL. The company wishes to complete a vertical operational expansion of the business into the U.S. and Asia. Current sales exceed \$11 million. Equity capital of \$5 million is being sought, preferably from a strategic partner.



**780****Reversible/Variable Pitch Fan**

This Edmonton company, incorporated in 1988, manufactures and markets a line of fan products to service the heavy equipment market. Patents are pending in Canada, the U.S., Japan, Europe and Brazil. Equipment operators can manually slow or reverse air flow, and clean clogged radiators, without shutting down. The system can also be set to function automatically. A comprehensive marketing agreement has been reached with Caterpillar Inc. of Peoria, Illinois. Equity of \$1.5 million is required for continuing development, inventory and working capital. Licensing agreements will also be considered for Asia, Europe and South America.

**1037****Premium Beer Brewery**

This Canmore company, started in 1993, is establishing a brewery to produce high quality beers for the Bow Valley, Mountain Parks, and adjacent markets in Alberta. A German style pilsner, a pale ale, and a 2.5 percent alcohol light beer will be marketed. The proposed plant will initially produce 950 hectolitres of beer in kegs and 2,600 hectolitres in packaged products per year. Plant capacity of 10,000 hectolitres and the financial break even are projected to be reached in 1995. Total start-up costs are \$1.2 million and minimum investments of \$100,000 will be considered.

**786****Integration Software**

This Edmonton company, incorporated in 1990, has developed three complementary software systems: a relational database management functional and performance test system; an information engi-

neering system (integration tool) to build a uniform database from of existing databases; and an integration technology to enable corporations to access and integrate data from multiple sources through a single user interface. All three products are universal (platform and application independent). The company requires equity of \$2.5 million to complete the integration technology and fund the distribution and support of the three products.

**856****Specialized Oil Geological Services**

This Calgary joint venture company was formed in 1991 to provide highly specialized geological services primarily to Alberta-based oil and gas enhanced productivity efforts, currently underway in the Confederation of Independent States. The company will also initiate a revolutionary process of training Russian technicians in western methods, providing companies with on-site exploration expertise. The principals have a well developed client list established from supplying this information to other oil companies. The company is seeking \$1 million, to purchase specialized computer equipment and to provide working capital for the joint venture.

**UPDATE  
663****Electronic Safety**

This Calgary company, incorporated in 1988, markets turnkey security/environmental system packages. These wireless state-of-the-art systems provide 24 hour central monitoring for intrusion, fire, medical alert, and other perils. An investment of \$1.25 million is being sought. Funds will be utilized to purchase equipment which, upon installation, will provide revenues for further expansion.

NEW  
**1113**

### **Automotive Repair Financing**

This Red Deer company was formed in 1993 to provide contract financing for automotive repairs. The finance plan will be offered to the public through a select group of automotive repairers who are members of ARA, AMA, or BCAA approved shops. Initially 8,000 eligible shops in Alberta and British Columbia will be targeted but eventually the program will be franchised. The principal has related experience in both financing and vehicle leasing. Total equity of \$3 million is required to complete the concept but the project can be developed in increments of \$250,000.

**781**

### **Telecommunicator/Data Organizer**

This Edmonton company, incorporated in 1989, has developed a multi-function, pocket-size personal telecommunicator/data organizer that is the first of its kind. It will also be used as a telecommunications device for the deaf (TDD). The company has successfully combined technologies from telex, facsimile, TDD and pocket organizer disciplines into a hand held, personal communicator. An equity investment of \$1.4 million is required for manufacturing, inventory, administration and marketing. Active or passive investors are welcome.

**702**

### **Flat-Proof Bicycle Tires**

In 1989 this Calgary company started to manufacture and market a bicycle tire which is totally puncture-proof, can never lose air, has no valve stem, requires no maintenance and provides a soft, air-cushioned ride. The company is interested in sourcing \$1 million of investment

UPDATE  
**841**

### **Rail Road Car Refurbishing**

This Calgary company, incorporated in 1991, to provide railcar refurbishing services for large transportation companies such as ACF, GEON (formerly BF Goodrich), Dow and Home Oil. It provides services for the re-building, repair coating, and lining of freight cars. The company has already achieved profitability and now wishes to expand its company awareness in the U.S. and Canada, establish its reputation as a quality customer service oriented shop, and develop a loyal, long-term customer base. The company is seeking investment capital of \$3 million to become more competitive by reducing debt.

**986**

### **Thermoplastic Powder Coatings**

This award winning Calgary company, incorporated in 1987, has developed the equipment and materials to apply thermoplastic protective coatings to a variety of surfaces in field or shop applications. The company completed the product research and development in late 1991 and started operations in early 1992. The company has been chosen by the U.S. Air Force as its supplier worldwide. Testing is underway which is expected to lead to full scale implementation of the systems by late 1993. Equity of \$2 million is required over the next two years to set up distributorships throughout the U.S. and Canada and to retire debt.



**915****Indoor Golf Driving Ranges**

This Calgary company, incorporated in 1991, constructs and operates indoor golf driving ranges and shelters, which are full flight, climate controlled golf domes. Two facilities are operating in Alberta and others are being built in Saskatoon and Toronto. Return on investment in the Calgary operation has ranged between 30 and 40 percent. Equity of \$5 million is sought to retire debt, develop and acquire additional indoor and outdoor driving ranges, and to increase working capital. Minimum equity of \$100,000 will be considered from individuals wishing to develop golf shelters in Canadian cities on a joint venture basis.

**NEW****1071****Mobile Vehicle Shell**

This Lethbridge company is being formed to develop and to assemble luxury motorcoaches. The uniquely designed motorhome shells will be constructed from carbon fibre compounds which is five times stronger and less than half the weight of steel. The company's target market is high profile customers who are looking for luxury and prestige, such as large corporations, entertainers, luxury tour operators, and luxury motorhome owners. The company now requires \$5 million in seed capital to assemble and to demonstrate the prototype in North America and commence marketing and sales.

**951****Environmental Solutions**

This Calgary company, incorporated in 1978, acts as a general contractor for environmental services, providing environmental solutions to industry. These solutions

are delivered through an extensive network of industry contacts and the expertise of the company professionals. The company's objective is to grow by establishing a strategic presence in three regions of the U. S.: the west coast, the gulf coast and the eastern seaboard. In order to enter these markets, and position itself for further expansion, the company is seeking capital of \$2 to \$3 million. A minimum of \$1 million per investor is required.

**752****Contaminated Soil Recycling**

This Calgary company, incorporated in 1990, has acquired technology which has demonstrated it can thermally remove and destroy hydrocarbons in contaminated soil. The company markets its services in both Canada and the U.S. and is on the invited bid list of several major oil companies. Some permits are already in place in several Canadian provinces and preliminary applications have been made in the U.S. Equity capital of \$1.85 million is being sought to complete the acquisition of the equipment required, as well as to enhance promotional activities.

**903****Metal Enclosure Manufacturer**

This Edmonton Company, incorporated in 1970, is a precision manufacturer of metal enclosures and packaging for the telecommunications, electronics and electric utility industries. It uses steel and aluminum sheet metal as it bends, cuts, welds and paints the metal to make cabinets, piece parts and other components. In some cases, electronic components, systems and harnesses are installed in the completed cabinets resulting in finished products ready for

on-site installation. The company is looking for an investment of \$1.5 million. The capital will be used to expand operations by acquiring manufacturing plants in other geographic locations.

**838**

### **Oil and Gas Development**

This Calgary oil and gas exploration, development and production company commenced operations in 1987. Its acquisition efforts have been directed at quality gas and oil reserves in areas of Alberta and British Columbia, which hold potential for the creation of added value through further development and from improved marketing arrangements of existing reserves. Existing oil and gas assets were purchased for \$13.5 million and have been evaluated by independent consultants to have a value exceeding \$20 million (20 percent discounted cash flow on proven properties). The company is seeking \$5 million in new equity and will entertain minimum investments of \$135,000.

**827**

### **Drug Store Chain Expansion**

This Calgary drug store chain has been in operation since 1976, specializing in consumer pharmaceutical and general store sales. The individual stores, which vary in size from 3,000 to 44,000 square feet, carry all drug store needs: prescription drugs, over the counter drugs, cards, toys, cosmetics, a variety of seasonal and sundry items and a post office. The current annual marketing budget of \$400,000 is primarily concentrated in newspaper and radio ads, household flyers and in-store promotions. Present returns on equity vary from 20 to 35 percent annually. The company is seeking new equity of \$1 million to allow for further expansion.

**NEW**

**1111**

### **Trout/Salmon Fish Hatchery**

This company, located near Lethbridge, started production of fingerling fish for private stocking ponds and food fish for retail markets in 1993. Its main products will be Kokanee Salmon and Rainbow Trout for food; and Rainbow, Brown, and Brook Trout for stocking. The current market in North America for trout is 55.8 million pounds and approximately 250 million pounds of salmon. Total sales are expected to be \$24 million by 1997. Equity of \$10 million is being sought between October, 1993 and 1994, primarily to develop the facilities and common shares are being offered.

**1004**

### **Value Added Wood Products**

Incorporated in 1988, as a conventional sawmill, this Edmonton area company has initiated plans to build a manufacturing plant for the production of value added wood products. Using their revolutionary, cost efficient production techniques, the company will manufacture high-quality, laminated wood components to meet the growing demand in Europe and Japan. Located to take advantage of high quality Alberta spruce, management foresees a quick start-up and early profitability. The company is seeking an equity investment of \$1.75 million to help finance the project's start-up.

**UPDATE**

**862**

### **Environmental Reclamation Products**

This central Alberta company, incorporated in 1986, based in Calgary, provides calcium based products to the petroleum and agricultural industries. Agriculture products include animal feed, fertilizers, powdered lime for poultry farmers, and

powdered gypsum for mushroom growers. Drilling mud, soil reclamation products, and asphalt filler are produced for industrial clients. The western Canadian offices of a joint venture partner will be used to expand its market area and add new reclamation products such as soil conditioners, fertilizers, and calcium blended products. Equity of \$1 million is required to purchase a plant and for product development.

NEW  
**1063**

#### **Mobile Dehydration Unit**

Located near Edmonton this company, incorporated in 1992, has acquired the license and manufacturing rights from a German firm for a dehydration device exploiting a patented radiant heat process for removing water from solid/water mixtures, such as municipal and industrial applications. The device is mobile, compact, easily cleaned and maintained. It can be adapted to a variety of uses, particularly treated sewage, pulp and tar sands. Equity of up to \$6 million is required for continued research and product development and for market expansion.

**680**

#### **New Mechanical Coupler**

This Edmonton company, established in 1988, has designed and patented a mechanical coupler which has the ability to rotate, fold and lock moving parts. Two lines of "state of the art" ice fishing equipment have been designed around this coupler and the company will go into production in 1992. Major Canadian chain stores have agreed to carry the product. The ice fishing equipment is only the first of several new products to use this new patented coupler. Equity of \$1 million and preferably a participating investor is required to meet current goals.

**1015**

#### **Fresh Produce - Year Round**

This Edmonton area company, originally started operating in 1981. It now proposes to construct a 12,000 square metre (three acre) facility in southeastern Alberta to organically grow fresh lettuce, spinach and greens year round. Plans are ready to expand the facility to produce tomatoes, herbs, onions and cucumbers. Produce will be delivered daily to markets in Western Canada. A distributor and market are in place for the initial production. The company is seeking an equity investment of \$1 million (total costs \$2.6 million) to finance the capital expenditures.

**805**

#### **Oil and Gas Joint Venture Operator**

This Calgary company incorporated in 1976, has become an experienced, cash flow oriented oil and gas operator with a significant production base. It operates like a mutual fund by providing attractive rates of return to joint venture partners and offering them a direct working interest in each well drilled and property acquired. Each investor is able to control his cash flow independently and the joint venture structure offers investors reasonable tax advantages that other investment vehicles cannot. Returns over the past four years have been between 25 and 30 percent and first year tax write-offs have averaged 59 percent. Total equity of \$11 million is required. Investments of \$100,000 to \$3 million will be considered.



**899****Wire Mesh Concrete Reinforcement**

This Calgary company, incorporated in 1953, manufactures a wire mesh which is used to reinforce concrete structures. It has proven to be aggressive, knowledgeable, innovative and adaptable in keeping abreast of changes in the construction industry. The company has captured and maintained a major share of the Western Canadian market for the products it manufactures (currently estimated to be 30 percent). An equity investment of \$1 million is required for new equipment purchases and debt repayment.

**NEW  
1075****Voice Recognition Software**

This Edmonton company, incorporated in 1990, markets Automatic Speech Recognition (ASR) software. This revolutionary technology enables users to interact with a computer using speech instead of a keyboard or mouse. The company is the Canadian distributor for a U.S. manufacturer and has sold more voice recognition systems than any other corporation in North America. An equity investment of \$1.5 million is required to complete development and market its own ASR software, customized for specific professional applications.

**NEW  
1081****Wireless Computer Network System**

This Calgary company was incorporated in 1992 to commercialize a family of wireless local area network (LAN) products on an international scale. The PC based product line provides wireless transmission of data between nodes on a LAN. The competitive advantages over other wireless systems are speed and security. It is estimated that by 1995 there will be 55 million PCs connected to LANs, and analysts estimate that between 40,000 and 500,000 desktops will have wireless workstations. To date \$1.5 million has been invested and \$5 million additional funds are being sought to build business infrastructure, launch the product, develop a dealer network, and supply working capital.

**1028****Commercial Building Developer**

This company, located 130 miles northeast of Edmonton, commenced operations in 1990 to develop, build and own junior department stores for a major Canadian chain. The buildings range from 7,500 sq. ft. to 10,000 sq. ft. The interiors are finished to specification and leased on a long term, 15 to 20 year lease, triple net to the department store chain. The company has three stores in inventory which it wants to sell for \$1.985 million. The net proceeds will be used to construct and lease additional stores.

**947****Computer Assisted Identification**

This company was incorporated in 1989 to exploit the emerging global markets for fast, efficient and reliable computer-

**887****Efficient Fluorescent Lighting**

This Edmonton company, incorporated in 1987, manufactures and distributes a power reducer and a range of sinusoidal electronic ballasts for fluorescent lighting systems. A programmable controller for industrial battery chargers is also being marketed. The company has an order backlog of in excess of \$2.5 million. The company has recently established a cooperative manufacturing facility in Ontario. The company is seeking a \$1 million equity investment, or a combination of equity/debt. The funds will be used for working capital in the commercialization of the products.

**938****Natural Food Extracts**

This Edmonton company produces natural extracts for use in the food, flavour, cosmetic and pharmaceutical industries. The company uses the "Super Critical Fluid" (SCF) extraction method to produce its products. This process has its origins in the oil and gas industry for hydrocarbon upgrading. The company's founders recognized that this process had the potential to produce chemical free, natural food ingredients. An equity investment of \$3 million is necessary to complete financing of a new, larger plant. A minimum of \$500,000 per investor is required.

**820****Four Seasons Resort Development**

Located on a picturesque lake 250 kilometres north of Edmonton, this recreation area has developed and improved its facilities since 1979. The area presently includes a campground, cabins, boat rentals, store, cottage and recreational vehicle (R.V.) site leases

and utility systems. To date, \$1.2 million has been invested in upgrading. Plans are ready for a 190 unit R.V. land condominium and a 125 lot cottage development site, as well as developing a 16 unit upscale chalet to be centred lakeside. Equity capital of \$1.4 million is being sought to capitalize on this venture.

**817****International Communications Network**

This Edmonton based operator is developing an on-line information retrieval system for business communications between North America and the Ukraine. In order to facilitate such transactions as investment and joint ventures between companies in North America and those in the Ukraine, the principal plans to provide on-line information systems to a variety of parties. The system will include information on legal statutes, government regulations, financial services and trade data from the three countries. An equity investment of \$1.5 million is required to purchase the appropriate hardware and to provide an operating line.

**The following Alberta investment opportunities are seeking less than \$1 million:**

UPDATE

**804**

### **Truck and Auto Accessory Manufacturer**

Incorporated in 1983, this Edmonton company designs and constructs moulds, and manufactures fibreglass reinforced polyester (FRP) truck and auto accessory products, including running boards, tonneau covers and "ground effects". All of its products are patented and marketed throughout Canada and the U.S. To continue its leadership in the field of after market accessories, the company is slowly expanding available accessories for the auto market. To carry out expansion and the continued implementation of new, stronger and better products, equity of \$300,000 is required.

**852**

### **Food Smoker Manufacturer**

This Edmonton company commenced operations in 1987 and is now expanding. Its products are an electric food smoker, six types of wood chips, and two cure seasonings. Through superior construction and ease of use, the company has been able to compete effectively. The company is moving into Eastern Canada and the U.S. Additional products are under development. The company has added a new product line called the travel guard, which attaches to the trailer tongue and prevents road debris from damaging the trailer. An investment of \$750,000 is required to complete market expansion and to introduce the new products.

**719**

### **Personal Golf Simulator**

This Edmonton company, incorporated in 1987, is manufacturing and marketing the "Portable Electronic Golf Simulator". The patented simulator utilizes a captive ball that when hit, pivots down onto a sensor and pops back up ready for the next swing. An electronic display indicates distance and direction of ball travel. The simulators are fully portable (folds up like a suitcase) Mould fabrication is complete and marketing is underway with the U.S., Japan and Korea (where 4,700 units have recently been sold). Equity of \$400,000 is required to complete production and to continue with the marketing plans.

**721**

### **Educational Toy Manufacturer**

This company, incorporated in 1988, has been producing high quality educational toys in the Edmonton area since 1983. Last year it sold 60,000 toys and 73 percent of those sales were in the U.S. The company also uses excess automated powder coat painting capacity to generate an additional \$10,000 to \$15,000 in revenues per month. By entering the European market, current sales of \$1.5 million can be increased to \$3.3 million. Equity of \$250,000 is required to develop these markets.

**832**

### **Identification System**

Due to the ever increasing lists of missing children, this Edmonton company, incorporated in 1991, is launching a new and innovative identification program in Canada and the U.S. This service will use the latest in electronic data processing technology to assist authorities in the location of these children and other special interest groups such as the elderly. An initial investment of \$200,000 is





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# *Investment News*

## **ANG SPENDS \$55 MILLION EXPANDING**

The boom in natural gas exports to California has prompted Alberta Natural Gas Co. (ANG) to spend \$55 million upgrading its gas plant, located just west of Calgary in Cochrane. The plant's processing capacity will expand from 1.3 billion to 2.2 billion cubic feet a day, making it one of the three largest gas plants in Alberta and among the top ten in North America.

The 2,240-kilometre California pipeline expansion, a \$1.7 billion (U.S.) project by Pacific Gas Transmission Co., will open November 1, 1993, while the Cochrane plant expansion will open August 1, 1994.

## **CDC OPENS FACILITIES**

On July 8, Computing Devices Canada (CDC) opened its 113,000 square foot facilities at a cost of \$20 million. The plant will manufacture communications equipment for CDC's \$1.2 billion IRIS contract for the federal Department of National Defence. CDC will employ 300 people in Calgary by 1994; about half are moving from Ottawa, where CDC is based. Projections call for more than 400 employees by 1995.

IRIS has been designed for the Canadian army to handle both voice and data. Its scale ranges from global satellite operations to small hand-held sets. CDC plans to

eventually take the technology from IRIS and sell it abroad.

Calgary subcontractors include ACTC Technologies Inc., LSI Logic (see "LSI" story), and Frontec Logistics Corp.

## **FRITO-LAY OPENS PLANT IN LETHBRIDGE**

Hostess Frito-Lay opened its \$9.5 million plant in Lethbridge, in southwestern Alberta, in late June, 1993. The new plant will manufacture the company's newest product, a thin corn chip which requires a technologically sophisticated production line. The addition of the plant at Frito-Lay's existing distribution centre increases the number of employees by 50 in Lethbridge for a total of 102.

Hostess Frito-Lay, a division of Pepsi-Cola Canada Ltd., has a plant in nearby Taber, Alberta, which has been handling both corn and potato products. The Lethbridge plant will handle corn products exclusively, while the Taber plant will concentrate on potato-based snacks. The company expects its Lethbridge plant to soon begin exporting some its product to the United States.

## **IPL SET FOR \$1 BILLION GROWTH**

Cash-rich Interprovincial Pipe Line System Inc., based in Edmonton, plans to sink more than \$1 billion into new expansions and acquisitions over

the next few years to boost capacity. IPL, with has cash reserves of about \$320 million, has been operating at capacity since late 1992.

The company's supply forecasts indicate a continuing capacity shortfall of about 125,000 barrels a day. IPL is actively pursuing a number of acquisitions in the U.S. and abroad, involving pipeline related assets and other rate-related ventures. These new projects are intended to steer IPL to future growth and maintain its dividend.

## **LSI LOGIC CORP. GETS \$1.2 MILLION CONTRACT**

Calgary-based LSI Logic Corp. of Canada Inc. has secured a four year, first-phase \$1.2 million contract with Computing Devices Canada (CDC). The contract is to supply material procurement, circuit board assembly and test/repair services for CDC's production of a Canadian land forces tactical communications system. The contract is the first received by LSI Canada since it achieved military-compliance certification earlier this year.

Based in Ottawa, CDC opened a new facility in Calgary in early July, 1993 (see "CDC" story).

## **NOVA'S NEWALL AS CEO OF THE YEAR**

Mr. Ted Newall, 1993 winner of the Outstanding CEO of the Year Award, joined Nova Corp. as chief executive officer less than two years ago and has quickly and decisively transformed the company.

Newall's outstanding contribution to improving Canada's global competitiveness through his corporate leadership was recognized by the award, established in 1990 by the Financial Post and Caldwell Partners Amrop International and sponsored by Canada Post Corp.

Since taking command, Newall has improved Nova's balance sheet, streamlined management, and refocused operations. Nova's stock performance on the TSE underlines Newall's success; in 1992, Nova was the second-best performing stock on the TSE 35.

## **SYNPBAR LABS OPENS \$1.5 MILLION LAB**

In mid-June 1993, Synphar Laboratories Inc. expanded its facilities in south Edmonton by opening a \$1.5 million lab for pre-clinical pharmaceutical research. Synphar is developing drugs to kill strains of bacteria that resist existing antibiotics. The company is also working on a product to inhibit the body's production of protease, a cause of degenerative conditions, such as arthritis. If all goes well, Synphar could progress to a larger scale pilot production, making sufficient quantities for clinical tests.

Synphar was created in 1987 and is jointly owned by Dr. Ron Micetich, President, and Taiho Alberta Ltd., a subsidiary of Taiho Pharmaceutical Co. Ltd. of Japan. Synphar has 65 employees and an annual budget of about \$5 million.



## **TIMMERMAN ALBERTA STONE PROCESSING LTD. PLANT OPENING**

In mid-May, 1993, the Timmerman Alberta Stone Processing Ltd.'s plant opened in Leduc, just south of Edmonton. Company owners, the Timmermans, recently emigrated from Holland under the Business Immigration Program.

The \$12 million plant consists of cutting granite blocks with several saws and polishing machines into square, colorful tiles for use in commercial and residential buildings around the world. Computer driven equipment and robotics are used in the process. A second phase of the building will consist of another line of machinery to produce building claddings (coverings) and larger slabs.

## **TRANSALTA BUILDING IN QUEBEC**

In June, 1993, TransAlta Energy Corp. announced its plans to build a \$150 million power plant in Quebec, signalling a new growth market for Alberta's natural gas. The 138-megawatt plant, TransAlta's largest to date, will be constructed in an industrial park, some 150 kilometres northeast of Montreal. The power will be sold to Hydro-Quebec under a 20 year contract worth \$499.5 million.

This is the seventh straight co-generation power plant TransAlta has promised to build in North America and overseas. The popularity of these relatively small, independent power plants is due to their energy efficiency, as they sell both the electricity and the resulting steam. Another advan-

tage is that large companies, like Hydro-Quebec, can add relatively small amounts of power generation quickly and at a lower expense.

## **TRIMAC LINK TO MEXICO**

Trimac Transportation, based in Calgary, has formed an alliance with a Mexican trucking company to ship chemicals across the Rio Grande. Trimac and Norti-Mex, a subsidiary of Inter-Mex, have agreed to swap cargoes at border crossing between the U.S. and Mexico. The companies will be carrying will be chemicals such as latex, emulsions and gasoline enhancers.

At first, shipments will go from Trimac's U.S. clients to their Mexican customers, but eventually two-way trade is expected to develop. The alliance is to take advantage of the North American Free Trade Agreement. Trimac has 1,700 tractors and 3,800 trailers while Norti-Mex has about 100 tractors and 150 trailers.

required to begin marketing this service. A joint venture with companies or individuals is of particular interest to management.

**798**

### **Compartmentalized Recycling/Waste Container**

Incorporated in 1990, this Edmonton company will manufacture and distribute a one step compartmentalized container, constructed of recycled plastics and used for both recyclable and non-recyclable waste. Research indicates that 90 percent of the population respond when given the opportunity to recycle. The advantage of this product is that it coincides with the development and implementation of recycling. Total equity funding of \$400,000, of which a portion has been secured, is required for full scale production and marketing in the North American marketplace.

NEW

**1112**

### **Vehicle Anti-Theft Device**

This Calgary company commenced production of an anti-theft device for all types of gas and diesel vehicles in 1991. The system is entirely electronic and only permits those authorized to start the vehicle, preventing it from theft. The system involves a special jack-plug which controls the vehicle's operating circuits; a coded key controls the jack-plug. The system has received favourable comments from the Calgary police. Equity of \$250,000 is required to expand manufacturing potential and licensing agreements can be negotiated.

**816**

### **Home Warranty Service**

Incorporated in 1990, this Edmonton company provides a warranty insurance service for the new and re-sale home market in Western Canada and Ontario. The policy benefits the buyer, the seller and the realtor and covers all household systems and appliances included in the sale. The program offered by this company is the only one of its type approved by both Consumer and Corporate Affairs, Canada and the insurance councils of Ontario and each of the four western provinces. Equity of \$300,000 is required to increase marketing and promotion and for working capital.

**840**

### **Reforestation Nursery**

This northwestern Alberta based company was incorporated in March of 1991 to capitalize on the increasing demand for tree seedlings by the Alberta forest industry. The company also produces horticultural products and Christmas trees. Ideally situated close to its primary customers, requests have already been received by the company for its products. Projections indicate that the market for seedlings in Alberta will more than double to over \$15.5 million by 1995. To take advantage of this unique opportunity to participate in the expanding Alberta forest industry, an equity investment of \$864,000 is required for site construction and product distribution.

**743**

### **Endarterectomy Catheter**

This Edmonton company has been in business since 1990. The principals have developed a new endarterectomy catheter, used to remove atherosclerotic vascular obstructions. The company requires two years to complete its experi-

mental evaluation and the clinical trials of its product. Sales are projected to be in the \$10 million range by the fourth year. Equity of \$600,000 is being sought to complete the trials and development of the product. Provincial/federal government grants, tax credits and zero interest loans are available for this project.

**858**

### **Carbonated Beverage Manufacturer**

This Edmonton company, incorporated in 1992, has recently completed the introduction of a new line of soft drink flavours. The carbonated beverages are licorice flavoured and have been test marketed in Western Canada. The company is now ready to expand to the rest of Canada and then into the U.S. The product will be able to create a lucrative niche for itself within the North American soft drink marketplace. An equity investment of \$360,000 is required to expand the marketing campaign and increase manufacturing and production facilities for the product.

UPDATE

**909**

### **Electronic Power Meter Manufacturer**

This Calgary company, incorporated in 1990, manufactures a new electronic power meter. These meters can communicate over the power line thereby reducing or eliminating the need for meter readers. They also record the time at which the power was used, allowing for different power rates at different times of the day. The user's peak demand is also recorded, allowing the utility to bill accordingly. The company currently has a strong association with an American power company, and has conditional orders in place. An equity investment of \$600,000 is being sought, with a minimum of \$250,000 per investor.

**876**

### **Pre-Operative Hand/Arm Sanitizer**

This Edmonton company, incorporated in 1989, has developed a working prototype of an automatic surgical suite scrub station. This device provides a more efficient and effective removal of bacteria than the traditional pre-surgical manual scrub. The level of sanitization provided by the system is far superior and more consistent than the current. Preliminary studies indicate that the system will pay for itself in less than two years, based on labour time and material savings alone. Equity funding of \$823,400 is required to bring the system into full production and minimum investments of \$100,000 are acceptable.

**900**

### **Electronic Product Design and Manufacturing**

This Edmonton company was incorporated in 1969 by a group of four professors of electrical engineering from the University of Alberta. The company has developed both communications and oil and gas measurement products, which it markets through strategic alliances with major distribution companies. The firm also markets contract development and manufacture of microelectronic products and systems. The company is looking for an equity investment of \$450,000. Up to 10.5 percent of the company is available to investors, active or passive. The funds will be used to expand manufacturing facilities and continue with product development.

**774**

### **Multi-Purpose Display Stands**

This Edmonton manufacturer, started in 1988, produces a range of display stands to hold items ranging from photographs,



pictures, books, magazines, collector plates and signage/graphics up to 48 inches tall. Several large contracts are in place or pending for the products patented in Canada and the U.S. The company has obtained, extraordinary success and acceptance of its product in the North American marketplace. The company is seeking an investment of \$150,000 for inventory, fixed assets and marketing to retailers and other distribution channels.

**UPDATE**  
**857**

### **Oilfield Monitoring/Control System**

This Edmonton company, incorporated in 1989, is in the final development and testing phase of an innovative oil well monitoring system. The system will enable oil companies to electronically monitor all major aspects of daily field operations. This will lower production costs, prevent potential technical and environmental problems before they arise; and increase technical information on the well. Initial customer response has been very positive and unit sales are imminent once production begins. An initial investment of \$750,000 is required to finalize development and begin production and installation of the system for the first customers.

**NEW**  
**1101**

### **Retractable Mobile Cord**

Incorporated in 1976, this Edmonton company has revived their import operation, specializing in exclusive European and Asian goods. Through extensive research and import contacts, a package of items has been put together, with a strong market appeal for Canada. Planned for late 1993 is a retractable vehicle block heater cord, which eliminates unsightly and dangerous hanging cords. The company seeks \$100,000 to cover product development, manufacturing and ordering costs.

**991**

### **Guided Motorcycle Tours**

This Calgary company, operating since 1990, provides luxury motorcycle tours to adventure minded tourists. A retail store has recently been opened. The tours operate in the Alberta Rocky Mountain areas using Harley-Davidson and sport touring cycles for tours of one to 22 days. Mechanical support accompanies the tours and accommodation is at luxury hotels. Tours are targeted at Japan's three largest motorcycle clubs with over two million members between the ages of 25 and 40. Equity of \$200,000 is being sought from active investors to expand.

**788**

### **Dental Office Management Systems**

This Calgary computer software company, with specialized expertise in dental office management software, multi-user computer hardware/software integration and networking, has been in operation since 1980. The dental office management software is state-of-the-art and the company is the sole supplier of Texas Instrument products in Western Canada. Profit margins are high as competition is minimal. The company is seeking \$300,000 of new equity to provide working capital to expand its established markets.

**864**

### **Evening Entertainment Tours**

This Edmonton corporation, is in its third successful year of operation. The company provides British double-decker bus charters, tours to a wide based clientele. The company works very closely with

major events, festivals and city organizations, nightclubs, pubs and comedy clubs. Between venues, customers are entertained by experienced guides, comedians and entertainers. Management has identified several international markets and is ready to open in Calgary. Investments of \$300,000 or more, depending on the size of the city, are required. The company will entertain offers of joint ventures, or partnerships with investors.

**855**

### **Ultrasonic Golf Club Cleaning Machine**

This Calgary company was incorporated in February, 1990 to design, manufacture, and distribute an ultrasonic golf club cleaning machine. Its proven ultrasonic technology can clean a full set of golf clubs or grips in about two minutes, using an environmentally friendly solution. The cleaning units would be installed at golf courses - free of charge - and a share-structure contract regarding revenues between the supplier and user would be signed. There is no comparable product on the market. Investment capital of \$250,000 is required to commence production

**UPDATE**  
**1053**

### **Geographic Information System**

This Red Deer area company, incorporated in 1990, has developed a digital basemapping and Geographic Information Systems (GIS) software. Expertise has been gained with the help of oil industry and municipal government participants and work is ongoing with members of both groups. As well, it is installing software for the Government of Mexico. The company is ready to expand its database and marketing and an equity investment of \$500,000 is required. Minimum investments of \$100,000 are acceptable.

**NEW**  
**1088**

### **Walking Stick/Portable Seat**

This Calgary company, incorporated in 1987, designs, manufactures, and markets this unique combination walking stick/portable seat. The product is durable, weighs 28 oz., and can support up to 250 pounds. The primary market is the U.S., however contacts have been developed in Asia, Europe, Africa, India, and the Middle East. Current sales are over \$500,000. Equity of \$750,000 is being sought to implement an expanded marketing program and minimum investments of \$250,000 will be considered.

**988**

### **Automatic Clutch**

This Edmonton company, incorporated in 1990, has developed and patented an automatic clutch system. The company owner has used his years of auto racing experience to develop a system that is useful for both racing and conventional automobiles and motorcycles. Ferrari Engineering in Italy has requested a sample of the system for evaluation. The system has been installed and tested on several motorcycles and can easily be adapted for use on cars. The company requires \$500,000 to continue with the development and marketing of this unique system.

**890**

### **Custom Design Watches**

This Calgary company, incorporated in 1989, manufactures and distributes custom design logo watches to wholesale, retail and tourism markets and to corporate clients. Each watch is unique and designed to the client's specifications in quantities of one to 1,000. The artwork

can be silkscreened, engraved, reproduced from a photo, etched, painted or acid etched. Further expansion into the retail and tourism markets is planned. Equity of \$250,000 is being sought for new equipment and working capital. Active investors contributing a minimum of \$100,000 will be considered.

**1033**

### **Hazardous Environment Telephones**

This Calgary company, incorporated in 1986, designs, develops, and manufactures specialty telephones and intercoms for harsh or hazardous environments. These units are certified by CSA and UL for use in hazardous areas. Sales in 1992 were \$1.4 million and increases to \$3.9 million are expected by 1995. Equity of \$175,000 is required for working capital and marketing capital to enable the company to maximize its potential. Up to 20 percent of the company is negotiable for a passive or active investor.

**936**

### **Micro-Brewery**

This Canmore (60 miles west of Calgary) company, incorporated in 1992, is starting up a micro-brewery to serve the Banff-Calgary corridor. The company will brew a premium non-pasteurised product. The plant will be located in a high traffic area of Canmore, near the Banff National Park gates. It will encompass a retail cold beer store and a merchandising boutique. An equity investment of \$600,000 is being sought, with a minimum of \$100,000 required from each investor. Up to 70 percent of the company is available to investors. The equity will be used for capital expenditures and for other start-up costs.

**883**

### **Hovercraft Passenger Service**

This company was incorporated in 1984 to introduce a hovercraft adventure tour on Drumheller's. The all weather 32 passenger vehicle will travel at speeds of up to 50 km/hour in enclosed, temperature controlled cabins providing a panoramic view of the Dinosaur Valley. The attraction is designed to capitalize on the Royal Tyrrell Museum's ability to draw 500,000 visitors each year, gain from an alliance formed with Holland America lines, and benefit from feature articles in international travel magazines. The principals have invested \$500,000. Funding of \$1.15 million is in place. Additional equity of \$300,000 is needed to finance new operations.

**NEW**  
**1093**

### **Retail Music Chain**

This Edmonton company is Western Canada's largest and fastest growing family music store chain. Established in 1976 with a single store, it now has 10 retail outlets, three music education centres, two commercial karaoke divisions and a consumer financing arm throughout Alberta, Saskatchewan and Los Angeles, California. The company is expanding by way of independent agents into smaller markets. An investment of \$200,000, raised through a series of short term debt vehicles, will enable the company to maximize returns by taking advantage of supplier discounts during pre-Christmas inventory buildup.

**987**

### **Established Family Restaurant Chain**

This Calgary family restaurant chain was established in 1977 and began franchising in 1986. It offers a varied menu at over 30 locations across Western Canada with some operations including



convenience stores and gas bars. It enjoys an excellent reputation for quality service at competitive prices. Full support and training is offered to franchised outlets and management contracts are available for investor-owners. Equity of \$650,000 is being sought for expansion of operations. Minimum investments of \$250,000 are required for turnkey franchised outlets.

UPDATE  
**957**

### **Alpine Ski Manufacturer**

This Canmore company presently manufactures all brands of skis by applying custom designed graphics to them. The process involves ultraviolet reacting epoxies, two component pigmented urethanes, and screen printed images. The company now plans to manufacture its own line of skis by utilizing a unique method of photographic quality printing. Customers range from rental shops, individual skiers, to four different chains of ski stores across North America which include over 1,000 shops. Equity of \$325,000 is needed to finance the expansion and a minimum involvement of \$100,000 will be considered.

**1005**

### **Ginseng Honey Exporter**

This Edmonton company was incorporated in 1992 to develop and produce ginseng related health food products. The major product, honey-ginseng, has been developed in Alberta and is ready for production as soon as the necessary financing is obtained. The company has established a relationship with Korean Air. Its product will initially be marketed through the airline's in-flight sky-shop. The markets will be expanded to other airlines who carry mostly Asian passengers. In order to complete the final stages of the product's launch, the company requires equity financing totalling \$300,000.

**726**

### **Cogeneration Equipment**

This Calgary company, incorporated in 1990, develops and manufactures turnkey and energy efficient electrical and thermal cogeneration packages from 100 kw to 10,000 kw. These plants provide electrical and thermal energy at lower cost than conventional utility sources. Clients needs are analyzed and equipment is installed to provide energy to meet those needs. The company will target energy intensive operations as well as commercial operations. Sales from their first project totalled \$2 million. Equity of \$800,000 is being sought to expand marketing and manufacturing. Combinations of debt/equity in minimum amounts of \$100,000 will be considered.

NEW  
**1115**

### **Sawmill Waste Utilization**

This Alberta company is a collection of environmental firms that have joined to turn today's waste products into ecologically sound, value-added products. The group includes a fuel company supplying economical alternatives to fossil fuels, a marketing corporation to promote and distribute final consumer products, a power company and a trucking operation. Their newest venture is a transportable pellet and bark processing facility that will produce high quality wood pellets for use as an efficient, clean-burning energy source. Equity of \$600,000 is required to set up the plant and supplement marketing activities.

**675**

### **Sports Racing Car**

This Calgary based company was formed in 1989 to develop, manufacture, and market a revolutionary sports racing car. The concept is patented and the car meets all regulations of the

sports sanctioning bodies in Canada and the U.S. This car's advantages are: very high performance (top speed over 150 mph); ease of construction, repair and maintenance; ease of transportation; and very low price in comparison to cars with similar performance. The company's principals have invested \$250,000 to date and an additional \$150,000 is required to initiate production and marketing.

**789**

### **Crude Oil Storage Tank Cleaner**

This small business, located near Edmonton, has been serving the northern Alberta oilpatch since 1969. Recently the principal has developed a new process to thoroughly clean oil storage tanks. The process does not use any dangerous or harmful chemicals and the majority of the crude oil is recovered. Water used in the process is recyclable. An equity investment of \$250,000 is required to purchase equipment, expand marketing efforts and to increase working capital.

NEW

**1107**

### **Wheelchair Distributor**

This Calgary company, incorporated in 1993, was created to meet the growing needs of people with disabilities and to provide them with high quality equipment and services at reasonable prices. The company has full lines of new and used wheelchairs with exclusive distribution rights for a new system which offers freedom of movement not attainable before. The company is currently expanding its operations into southern Alberta and B.C. Equity of \$150,000 is being sought to meet its expansion plans and to increase working capital.

**1050**

### **Environmental Soil Assessment**

This Stettler company located 100 miles southeast of Edmonton, was federally incorporated in March 1993. The company has the capability to provide on-site, real time, in-situ analysis to a depth of 750 meters below the earth's surface. It will be able to provide a portable computerized laboratory analysis of many materials, including radionuclide contamination in a fraction of the time it now takes. An equity investment of \$750,000 is required to equip three truck mounted labs with the necessary equipment. Minimum investments of \$100,000 are acceptable.

**1054**

### **Talent Agency**

This Edmonton company provides actors and models to advertising agencies, radio and television stations and audio/audio visual producers. The company plans to train actors for a fee on its premises. The organizer of this company would be the company's first client with his production group. This group already has plans of producing three new radio series and a feature length film. The company is seeking \$100,000 in working capital to be used to establish the business.

**778**

### **Laser Stress Analyzer**

This Calgary company, founded in 1982, has recently invented and developed an automatic stress analyzer commercially known as LASTRAN, which measures stress in different materials and structures using laser technology and photoelastic effect in such industries as airplanes, pipelines, automobiles, bridges, etc. Demand for stress analysis services exceeded \$12 billion in the U.S. in 1990 and is growing at 14 percent per year.

Start-up production costs are \$370,000. It is expected that \$185,000 will be provided by government grants and interest free loans, \$65,000 will come from conventional loans and the balance of \$120,000 from a private placement.

NEW  
**1106**

### **Dinosaur Collector Cards**

Started in mid 1993 and located 30 miles east of Edmonton, this company is manufacturing and marketing unique and novel collector cards. Each card in the 168 card set is a high quality reproduction of an original painting depicting dinosaurs in their natural historical settings. The company requires equity of \$200,000 to up-grade computer equipment, marketing, researching and developing related products, and printing and packaging the second run.

**1057**

### **Office Equipment Retailer**

This Edmonton office equipment sales and service dealership commenced operations in 1976. The company purchased an office product firm in 1987 and a branch of a business systems company in 1989. Konica copiers and fax machines are its primary line, along with top names in dictation equipment, calculators, shredders and mail-room equipment. Clients include the three levels of government, University of Alberta and two colleges, hospitals and all types of business. An investment of \$500,000 is required for restructuring and expansion.

**1007**

### **Petroleum Software Developer**

This Calgary company, established in 1986, develops software applications for

the oil and gas industries. Product lines include: a lease and contacts management system, an oil/gas well database, and a production history database. It has also acquired the marketing rights for a geographical information system to link data bases with users. Most clients are large independent and integrated petroleum companies processing data on aging mainframes and outsourcing these functions. Annual market potential for the service is estimated to be \$150 million. Equity of \$3 million is being sought to accommodate the companies projected expansion plan.

**829**

### **3-D Animation Production**

This Edmonton company commenced operations in 1987 and is in the process of acquiring three-dimensional (3-D) animation computer software, which is on the leading edge technology for all media productions (film, television, video, etc.). Established as a high quality, multi-faceted film and television producer, the company plans to be the first in the region to offer low cost, 3-D animation. An equity investment of \$250,000 is required to finalize the acquisition of the necessary technology and to begin its marketing campaign.

**556**

### **Gas Supply Management**

Incorporated in 1984, this Calgary company offers strategic gas supply options for major industrial and utility gas users in North America. The company works with a core of small to medium size exploration companies to provide joint venture exploration opportunities for the gas users. The full range of other options - gas reserve acquisition, prepayment contracts and direct purchases is also provided. Use of natural gas for electricity generation is expanding the



market reach for this program and capital of up to \$100,000 is required to fully exploit this opportunity.

**809**

### **Bulk Propane Dealer**

This company, located near Peace River, 290 miles north of Edmonton commenced operations in 1989. It distributes propane and installs related equipment. The propane is purchased from local processing plants and distributed to various agents and end users. The company also sells and leases tanks and related equipment. By servicing remote areas and smaller centres with reasonable prices and good service, the company has been able to increase sales and improve cash flow management. To expand its truck fleet and tank inventory to service an expanding market, equity of \$500,000 is required. Investors with marketing expertise are of particular interest.

**810**

### **Packaged Kiln Dried Firewood**

This Red Deer company has been established to function as a wholesale vendor of kiln dried firewood products for export to large retail outlets in the Western U.S. The firm will be involved in all phases of the operation: harvesting of suitable timber, cutting, splitting, kiln drying, and packaging the product. The company has a minimum of 10 years supply of aspen trees. Canadian and U.S. patents are registered for the production method and an experienced management team is in place. Equity of \$500,000 is required for start-up costs, acquisition of equipment and raw material inventory. Up to 50 percent of the common shares are available.

**767**

### **Board Games Manufacturer**

This Edmonton company has been manufacturing and marketing board games since 1989. One of its games ranked number seven in Canada in the first year of production. Distribution has started in California. In order to expand to Europe and the remainder of the U.S., increased production runs are necessary. Equity of \$150,000 is required to achieve these goals.

NEW  
**1102**

### **Pellet Stoves**

Incorporated in 1993, this Edmonton company was set up to manufacture stoves and appliances used to burn a recycled wood waste product called pellets. Pellet stoves are currently being used throughout the U.S. and Canada as a clean burning alternative to traditional woodburning products or fossil fuels. The company has rights to a complete and proven pellet stove line, and now requires equity capital in the amount of \$150,000 to set up their manufacturing operation.

**638**

### **Environment Friendly Products**

This Edmonton company, operating since 1989, has the exclusive Canadian rights to process 100 percent biological, recycled and organic products. Primary uses are as a fertilizer, soil conditioner and compost activator with applications in cosmetics and health foods as well. The product is derived from winery wastes and will be manufactured in the Niagara Peninsula, the Okanagan Valley and possibly in the Yakima region of the state Washington. The company will either license the rights or manufacture

on a joint venture basis and retain distribution and marketing rights. Equity of \$900,000 is required to set-up manufacturing facilities on site with grape processors.

**771**

### **Vertical Blinds Manufacturing**

This company, started in 1991 and located in Airdrie, north of Calgary, wishes to manufacture vertical blinds. The blinds would consist of extruded aluminum and the vanes and matching valances would be available in a variety of colours. The two principals bring a total of 30 years of related experience to the project as well as an investment of \$150,000. Equity of \$100,000 is being sought to assist with the purchase of equipment and to provide the desired level of working capital.

**823**

### **Geographical/Design Software**

This Edmonton company commenced operations in 1986 to provide advanced software development that contains six programs: a digital terrain model for mapping and engineering design, a coordinate geometry model, a municipal mapping system, a Geographic Information System (GIS) system for topological analysis, an interactive storm sewer design system, and an interactive roadway design package. Equity of \$250,000 is required to expand marketing worldwide, improve the computer system, and to hire additional programmers.

**865**

### **Energy Management/Card Access System**

This Edmonton company was formed in 1989 to commercialize, on an international scale, an energy management and

card access system, developed and tested in southern California. It is a state of the art, computer controlled, intelligent building system, which combines the features of energy management and card access/building security. The system allows after hours tracking of building use and produces automatic tenant invoicing for power usage. The system has been installed and is operational in several buildings in the Los Angeles area. The company is seeking an equity investment of \$800,000, in exchange for a 40 percent share in the business. The projected internal rate of return is 41 percent over five years.

**878**

### **Home Built Aircraft Product Manufacturer**

Incorporated in 1984 and located 65 miles north of Edmonton, this company designs and manufactures products for the home built aircraft market. It has also performed consulting work in the aerospace, composite materials and laser technology industries. The company is now moving into a new stage of development: designing and manufacturing its own products. Products ready to go into production are: a rotor blade system, an advanced aircraft propeller and a gyroplane kit. These products target the private (or amateur) aircraft builder. The company requires an equity investment of \$100,000 for capital equipment purchases and an operating credit line.

UPDATE

**863**

### **Wastewater Treatment Process**

This Edmonton company, was established in 1979 and incorporated in 1988, to develop a unique physio-chemical treatment process, for the treatment of sewage and effluent. Well over \$2 million has been spent on research and devel-

opment over the last eight years and it is now substantially complete. Patents have been obtained in 16 countries and a number are pending. The process is both extremely efficient and economical, and has been licensed in Europe, where it has been installed in six full-scale food processing factories, with excellent results. An investment of \$750,000 is required to initiate a well-planned promotional/marketing plan.

**870**

### **Safety Services and Products**

This Calgary company, founded in 1986, is the largest safety training company in Canada. It provides a wide range of hands-on plus classroom safety training as well as providing consulting services. The company operates a fleet of three mobile simulators, has two permanent training tours with a complete line of props and vehicles. Key clients are from the oil, pulp and paper industries, as well as the Canadian military. Equity of \$350,000 is being sought primarily to be used for expansion and upgrading.

**929**

### **Chartered Executive Jet Service**

This Edmonton company started operations in the fall of 1992. Its mission is to provide its clients "with the highest quality, personalized executive jet, air transportation services attainable". It will be the only service of its type in north central Alberta. The company is looking for a financial commitment, by way of a shareholder's loan, of \$250,000. The financing would be used to establish operations with a leased aircraft and for working capital. The plan calls for the repayment in instalments over the next five years at competitive rates of interest. A position on the board of directors is being offered.

**955**

### **Specialty Pies**

This Calgary company, incorporated in 1987, specializes in exceptionally high quality hand made pies. It operated two specialty pie restaurants from 1986 to 1991 and has recently opened a processing facility in Vernon, British Columbia. It now sells pies to restaurants, hotels, specialty retail and home delivery services in both Alberta and British Columbia. The company wishes to expand by pursuing a franchising strategy. The company is seeking an active investor, preferably with franchising and marketing experience. An equity investment of at least \$250,000 is required for updating the franchise documents, marketing the concept, developing two model franchise units and for working capital and inventory.

**770**

### **Snowboard Accessories Manufacturer**

This Calgary company was established in 1990 and specializes in the design and manufacture of accessories for snowboards. The most significant product is a revolutionary binding which features a rotating highback and quick closure/release system. Over \$100,000 has already been invested into the company and the growth in the industry exceeds 200 percent annually. Equity of \$250,000 is being sought to help the company market internationally.

**854**

### **House Building Program**

This Edmonton company, incorporated in 1991, has developed a service which allows individuals, without any experience in construction or understanding of the necessary elements, to successfully complete the building of a new home. All the required "services" would be brought together to allow an individual to be the



general contractor for the construction of his own home. An initial investment of \$200,000 is required to open the retail operations and for working capital.

**937**

### **Automatic Vehicle Location**

This Edmonton company, incorporated in 1990, is an energetic firm involved in the design and development of innovative software packages in Geographic Information Systems (GIS) and Automatic Vehicle Location (AVL). The company has completed a prototype of a Dispatch Automatic Vehicle Location (DAVL) system with the cooperation of a Calgary systems company. DAVL systems can automatically position, locate and navigate the mobile units of fleet management organizations. The product is expected to be ready for market by the spring of 1994. Final cost of the project is estimated to be \$350,000. A \$150,000 grant is expected from a federal agency, leaving an equity requirement of \$200,000.

**942**

### **Bovine Fertility Measurement**

This Edmonton company, incorporated in 1975, has acquired the manufacturing rights to a new development of bovine fertility measurement. This scrotal tape was invented and developed by an Agriculture Canada scientist, and its effectiveness is well documented. The relationship between scrotal size and fertility has long been recognized. The company's device overcomes deficiencies found in competing products by using a spring mechanism to apply the tension. The company is seeking an equity investment of \$100,000 for marketing and operating costs.

**949**

### **Banff-Canmore Tourism Attractions and Services**

This Canmore company, incorporated in 1981, is adjacent to Banff National Park with over four million visitors. Two new landmark tourism facilities, state-of-the-art helicopter transportation, and related soft adventure activities create lifetime memories and the ultimate Canadian Rockies experience. The company provides tour and industrial charter operations to private and government users. Expansion will include a Mountain Top Teahouse, Helicopter Theme Centre with restaurant and shops on the Trans Canada Highway. The company's partially sold equity offering totals \$600,000 with minimum investments of \$100,000.

**1008**

### **Business and Information Technologies**

This Edmonton company, incorporated in 1991, has been providing information technology consulting services to the private and public sectors since the mid 1980's. The company plans to broaden its focus and to start building advanced application software for specific needs. The use of object-oriented programming will allow it to modify the basic application to suit the specific needs of a broad spectrum of vertical markets. In order to provide initial financing for its new corporate direction, the company is seeking an equity investment of \$125,000.

**956**

### **International Business**

This Edmonton company commenced operations in 1992. Its mission is to promote trade, investment and technology transfer between Canada and China. The company's staff members are professionally trained in finance, accounting and international business. Its management expertise and its contacts at high

levels within the Chinese government will help it to become a force in the promotion of Canada-China trade and investment promotion. The company has signed a three year cooperation agreement with a major Chinese state corporation and has been officially endorsed by the Chinese Embassy in Canada. It requires \$100,000 in equity to cover expenses during the start-up period.

**1019**

### **Energy Saving Products**

This Calgary company, incorporated in 1990, markets and distributes a line of energy saving products. The company's products involve reducing the energy consumption of indoor ice rinks, and the company has recently diversified into products for swimming pools. The most obvious benefit of the products is the savings in energy costs, but experience has shown that the company's products often has other, less tangible benefits. The company is seeking an equity investment of \$100,000. Either a participating or a passive investor would be acceptable.

**990**

### **Pre-Foreclosure Recovery**

This company, located near Edmonton, commenced operations in late 1991. The owner has developed a unique financial concept that is a variation on a typical mortgage fund. The company identifies individuals or businesses who are in danger of losing their premises and purchases the property from the owners. This saves waiting until the financial institution has initiated foreclosure proceedings and then having to deal with the institution or with the courts. This way the individuals avoid the problems that are associated with a mortgage default. An equity investment of \$120,000 is required to expand operations.

**1056**

### **Video Action Simulator**

This Edmonton company, incorporated in 1988, is in the final stages of constructing a 12 to 15 seat self-contained robotic-cinematic amusement simulator. Based on aircraft simulator technology, the unit recreates the experience of any three to 10 minute land, sea, air or space adventure. Digitally controlled motion, audio, visual and wind effects to create the illusion of speed, acceleration and adventure. The company seeks a \$200,000 equity investment to complete the first production model and fill orders already received. Franchising opportunities are possible.

**1029**

### **Condominium Development**

This construction/land development company has been involved in the management and development of real estate projects in the Calgary area since 1989. Its current project is a 59 unit senior citizens apartment condominium complex. The project will contain 27 - 825 square foot units and 32 - 615 square foot units with full amenities. The site consists of seven city lots near Stampede Park. The necessary approvals have been obtained and the project will proceed once financing has been finalized. Equity of \$500,000 is being sought to complete the financing on this \$4.5 million project. Minimum equity per investor is \$100,000.

**973**

### **Telephone Security Systems**

Formed in 1985, this Calgary company specializes in telephone security systems. Its product is a reasonably priced, multi-feature, hands free speaker phone (CSA and DOC approved). Several sensors are available to detect potential

emergency events, including magnetic door sensors, smoke detectors and personal distress sensors. Trends, such as an aging population, make the product timely. The company seeks an equity investment of \$500,000 for additional capital purchases and marketing.

**1012**

### **Phonetic Word System**

This company was incorporated in 1986 to develop and market a new computer keyboard activated concept. The system combines an advanced learning technique with the latest in multi-sensory interactive computer technology to create an educational innovation that has the capability of revolutionizing the teaching, learning and writing of a language. With a market ready product, the company is now preparing to move into international sales. The company requires an investment of \$300,000 to \$5 million to complete the marketing effort that will launch the product commercially.

NEW  
**1068**

### **Glass and Mirror Products**

This Edmonton area company, incorporated in 1991, was established to service commercial and residential customers. Demand has exceeded the capability to fill orders. The company now must expand and wants to expand its product lines to include customized designs, using the integration of marble, epoxy pebble and acrylics with glass for furniture, sculpture, lighting fixtures and displays. An equity investment of \$100,000 is required to proceed with its expansion plans.

**846**

### **Revolutionary Down-Hole Testing System**

This Calgary company, incorporated in 1985, has developed a revolutionary down-hole testing technology for use in oil and gas drilling. The system uses a conventional wireline to locate the testing tools down-hole, allowing for the activation of an electrical inflation packer pump and valve system. This system can monitor pressures, fluid density, conductivity and temperatures, and retrieve fluid samples. Test data can be transmitted to the user's office, even as the testing occurs, enabling on-site decisions. Equity of \$400,000 is required for further development and working capital. Minimum investments of \$100,000 will be considered.

**867**

### **Environmentally Friendly Diapers**

This Edmonton company, incorporated in 1990, experienced rapid, growth in its first year. It emphasizes the environmental friendliness of cloth diapers over disposables in its promotions. A choice of diapers is offered. Laundering is contracted out to a major hospital, thereby reducing overhead costs. Twice a week pick-up and delivery is superior to its major competitors and prices are competitive. The company anticipates continued high growth, due to environmental awareness and its ability to increase its market share. An equity investment of \$200,000 is required and active participation and/or general management assistance from the investor(s) would be acceptable.

**1032**

### **Integrated Communications System**

This Calgary company, incorporated in 1992, is developing an integrated computer controlled voice processing system. Three technologies are being combined: advanced Private Automatic



Branch (telephone) Exchange (PABX), Voice Mail and Fax Mail. The system uses high speed Digital Signal Processing (DSP) for excellent sound quality. The basic configuration will contain four trunks for 12 subscribers. Development costs are \$300,000, with 50 percent government support, the company requires \$150,000 for operating and capital expenses.

**1018**

### **Bottled Water and Coolers**

This company located in St. Albert, commenced operations in 1990. It produces and distributes bottled water and rents water coolers in the Edmonton area. The company wishes to expand to the lower mainland of B.C. It will offer a variety of coolers and dispensers with its bottled water, which will be available for rent, purchase or rent-to-own. Bottled water will be sold by, home and office delivery and through retail outlets. An equity investment of \$220,000 is required to purchase equipment and for working capital.

**UPDATE**  
**1078**

### **Travellers Service Centre**

This Drayton Valley (90 miles southwest of Edmonton) company was established to construct and operate a business consisting of a self-serve gas bar, restaurant, convenience store and tourist information centre. The building will be constructed of material giving it a unique log look. The developer requires an investor to own or finance the project. The cost will be \$900,000 plus a motel option of a further \$600,000. Several other locations are also being considered.

**1046**

### **Linen/Lace - In Colour**

This company, located 35 miles south of Edmonton, commenced wholesaling linen and lace in late 1992. It is the only company in North America to offer a successful colour process on Battenburg lace products. Specialty retail shops are the main marketing target, and major buyers with their own sales representatives across Canada, will be contracted. The company is looking for equity of \$100,000 for increased inventory and for working capital to implement the marketing plans.

**1058**

### **Country Residential Development**

This Lethbridge company, incorporated in 1992, has plans for an exclusive country residential/recreational subdivision. The project will offer 100, 1.5 acre family lots. Architectural and landscape guidelines will ensure Victorian construction designs. Amenities include: a 9-hole golf course, artificial community lake, and recreational areas. Approvals are in place and pre-marketing of phase one is underway. Equity of \$660,000 is required and a 50 percent interest in the venture is being offered. Minimum investments of \$250,000 will be considered.

**1047**

### **Seed Cone Harvester**

This Edmonton company, incorporated in 1992, has developed and patented a unique mechanical system for harvesting seed bearing cones. The harvester can operate and produce a high quality yield on various species under all kinds of site and weather conditions. The prototype has successfully worked under a variety of conditions. Equity of \$215,000 is required to complete the first production unit.

**1016****Energy Saving Door**

This start-up company will produce an energy saving door that was invented and patented by an Edmonton inventor. This product won the Gold Medal Award at the 1987 World Wide Inventors Exposition in New York. The inventor has now begun the process of obtaining the necessary financing to commence manufacturing of the door. An equity investment of \$700,000 to \$1.1 million is required. A minimum of \$350,000 and a passive investor is preferred. The equity will be used to complete the marketing plan.

**1034****Restaurant and Art Studio**

This Edmonton company was incorporated in 1992 to establish a restaurant and art studio. Land and buildings have been purchased in an excellent location in central Edmonton. Possession took place March 1, 1993 and renovations started immediately. When complete, the development will consist of a coffee house, restaurant, lounge, garden patio, deli, bakery, art gallery, craft shop and a frame and paint shop. The company is seeking an equity investment of \$450,000 to be used for renovations of the existing building and for equipment and furnishings.

**NEW  
1110****Equestrian Product Manufacturer**

This Calgary company was incorporated in 1991 and has been successfully manufacturing and marketing horse blankets and horse jumps to individuals, stables and tack shops. The company is now expanding its operations to manufacture saddle pads, polo wraps and leg bindings in addition to its current product line. The company intends to increase its mar-

**972****Golf Marketing Product**

Formed in 1989, this Calgary company manufactures, promotes and distributes an advertising specialty product that provides "on-the-links" solutions to ball placement and swing problems. Companies may purchase the reference guide and prominently display the logo on the face of the product. Sales have exceeded 100,000 units and buyers include multinational companies. The company is seeking an equity investment of \$100,000 and convertible preferred shares will be offered.

**NEW  
1082****Electronic Advertising with Trivia**

This Calgary company began operations in August of 1993, bringing a new electronic media marketing concept. The product consists of advertising displays placed on television monitor screens in busy food courts at universities and business centres. Primary target markets will be businesses serving students and the downtown market. Equity of \$205,000 is required for working capital requirements and minimum investments of \$100,000 will be considered.

**824****Horse Equipment Manufacturer/Distributor**

This company is in the start-up phase of manufacturing, distributing and selling health care, treatment and exercise equipment to the North American horse industry.

Products include swimming centres for treatment and exercising, horse solaria to improve performance and fertility, respirators, foaling monitor systems and riding and rate track conditioners. Albertans purchase \$124 million of equine equipment annually, while sales in the U.S. exceed \$1 billion. Equity of \$250,000 is required to commence marketing and distribution.

**1027**

### **Charter Airline**

This Edmonton company commenced operations in 1992 to provide the general public with an alternative to the present high cost of air charters. It is starting out by providing short haul service out of Edmonton using a Cessna 421B twin engine aircraft. The plane has been equipped to carry up to eight passengers in executive style luxury. The company is seeking an equity investment of \$150,000. Either an active or passive investor would be acceptable.

**1040**

### **Family Resort**

This project, located approximately 60 miles northwest of Edmonton, was started in 1989. The company has constructed a well designed nine hole golf course on naturally rolling terrain, 15 tee driving range, 60 stall recreational vehicle park, picnic areas and other related amenities. The company now wants to replace two mobile trailers with a clubhouse/pro shop/cafeteria building. An equity investment of \$500,000 is required to build the clubhouse and working capital to improve other areas of the resort.

**NEW**  
**1089**

### **Desktop Mapping and GIS Software**

This Calgary company, formed in 1993, serves the geographical information systems (GIS) and mapping needs of western Canadian businesses. Their service provides desktop GIS/mapping software, map conversion, database geocoding, installation, support and training, and value-added consulting services. The Canadian market, as projected by the Geomatic Industry Association of Canada, will be \$390 million by 1995 and is currently growing at 25 to 40 percent per year. Equity of \$130,000 is required to provide adequate working capital.

**729**

### **Image Systems Integration**

Incorporated in 1989, this Calgary firm, a spin-off of a company started in 1970, utilizes the latest technology in optical scanning of drawings and optical disk mass storage. Its optical scanning system is capable of accepting documents up to 40 inches wide and 20 to 30 feet long. Large drawings and diagrams can be stored in about two minutes on optical disk media and retrieved in seconds. The company sells, leases, and offers its miraging systems to a market, projecting an average annual cumulative increase of 130 percent per year over the next three years. Equity of \$600,000 is being sought to purchase the image scanning system, transfer the technology and distribution rights to the new company, and for marketing.

**NEW**  
**1103**

### **Concrete Curing Technology**

This Calgary company, incorporated in 1993, has developed products to provide temporary heat to concrete being poured during the frigid winter months and for rapid strength gain in all ambient temperatures. The one system involves heating concrete forms. The second system involves heating networks within flexible plastic blankets covering concrete surfaces. The principal has a university



degree in Civil Engineering and more than 20 years related experience in the construction industry. Equity of \$650,000 is required to launch the project and for further product development.

**1017**

### **Skin and Hair Care Products**

This Calgary company, in operation since 1984, manufactures a wide range of skin and hair care products. Raw materials are sourced worldwide to produce high quality creams and lotions capable of competing in the international marketplace. The company has its own silkscreening and hot stamping equipment. To reach its goal of \$5 million in annual sales, the company is seeking \$107,000 in equity capital. One third of the company is available to the investor.

NEW  
**1098**

### **Electronic Information Directory**

Incorporated in 1991, this Calgary communications firm has been established to market an electronic information directory. Using interactive voice response technology, the company has developed a sophisticated system that allows consumers to access a vast amount of information in their own homes through an automated, computer operated telephone system. \$250,000 equity is being sought to set up operations in Calgary and Vancouver B.C., and to provide initial working capital.

**762**

### **Roof Membrane Manufacturer**

This Calgary company, incorporated in 1990, is involved in the research and development of innovative construction materials. Seven new products have been developed. The main product is a new

polymer-based roof membrane composite, offering superior durability, bondability, fast curing, and a low price. Other products include a barrier coat, a modified asphalt emulsion patching material, a concrete primer, and an accelerator. The primary market is the commercial roofing industry. Contacts have been made through a strategic partner, wholesale channels, and direct selling efforts primarily in Canada, the U.S., and Eastern Europe. Equity of \$250,000 is being sought to further develop the company.

**591**

### **Manufacturing - Unique Door Frame**

This Calgary company, incorporated in 1986, intends to manufacture and continue the sales of a unique, quality door frame system with features never before obtainable in wood. The technology was originally imported into Alberta from Denmark. The company has acquired all the specialized equipment from the former manufacturer. Equity capital of up to \$200,000 is being sought for this project which has a proven market and strong earnings potential. Minimum investments of \$100,000 will be considered.

**1026**

### **Dust Filter Manufacturer**

This Edmonton company incorporated in 1988 to develop, test and manufacture a reusable filter to remove visible dust particles from circulated air. The filter was designed to be installed at the supply point of a building's heating, ventilating and air conditioning (HVAC) system. This unique filter provides the company with a start-up opportunity to manufacture and market a new product for both home and commercial installations. An investment of \$250,000 is required to purchase tooling and packaging equipment, service debt and for working capital.

**753****Audio Video Storage Racks**

This Calgary based company, incorporated in 1980, manufactures storage units in a variety of sizes, styles and finishes for audio and visual products (eg. compact discs, cassette tapes, video cassettes and remote control holders). In off-peak periods, bookshelves, speaker cases, filing cabinets, wine racks and magazine racks are produced. Major customers include nationally known retail outlets. Significant inroads into U.S. and European markets have been made. Current sales exceed \$5 million and in spite of a shortage of working capital, the company made \$113,200 in 1991. Equity of \$500,000 is being sought to purchase new vacuum forming equipment and to allow for expansion.

**892****Non-Metallic Gasket Manufacturing**

This Edmonton company, incorporated in 1989, manufactures all types of non-metallic gaskets for the oil and petrochemical industry, using in-house steel rule diemaking capabilities. Until now there has not been a western Canadian manufacturer of replacement gaskets and obtaining new gaskets was time consuming and costly. The company has recently installed a large steel rule die press and has tooled up with 24 die boards for many of the standard manway and flange gasket designs used in the industry. An equity investment of \$100,000 is required to manufacture additional die boards, to purchase CAD/CAM shop equipment and for working capital.

**NEW****1095****Golf and Country Club**

This Lacombe company (85 miles south of Edmonton), was incorporated in 1992 to construct and operate an 18 hole golf course and clubhouse. All permits and plans are in place. The water reservoir and 11 fairways have been developed. The principals have invested \$275,000 towards the project and an additional \$600,000 is required to complete the development. Up to 49 percent of the company is available and minimum investments of \$100,000 are acceptable.

**803****Direct Marketing of Leisure Products**

This Edmonton company was incorporated in early 1991 to direct market a variety of products in North America, Europe and the Pacific Rim. The company currently has two products to offer, the main one being a board game comprised of five completely different games, some of which were successful individual games in the past few years. The other one is a compact metal lure retriever. The company requires equity of \$400,000 for initial manufacturing and marketing.

**NEW****1087****Natural Gas Conversion Kit**

Operating as the subsidiary of an established vehicle repair business, this Red Deer company has developed and will market an advanced natural gas conversion kit. The kit will utilize an electronically monitored injection system to convert gasoline vehicles to dual gas and natural gas. Consumers will be able to take advantage of cost savings and ecological benefits of natural gas fuel. The company requires equity capital of \$825,000 to launch the product in the Canadian marketplace, in exchange for up to 49 percent of the shares.

**959****Petroleum Assets Management System**

This Calgary company, incorporated in 1987, provides totally integrated and easy to use computer software products in the global energy marketplace. Its objective is to become the leading supplier of petroleum resource assets management software in the areas of geology, petrophysics, reservoir engineering, production engineering and production accounting. The company requires \$200,000 in equity funds to complete the commercialization of the product and to activate the marketing and sales program. The company is prepared to offer attractive terms to investors.

**879****Mobile Filtration Units**

This company, formed in 1992, will use the proprietary mobile mechanical filter system design it has developed as the cornerstone of its on-site custom fluid clarifying and separating service. This practical technology will provide increased contaminant removal efficiencies at an affordable cost with enhanced application flexibility. Customers are resource producers and chemical processing industries. A 50 percent interest in the company is being offered for \$318,750, which will be used to manufacture and to outfit the first filter unit and to provide working capital.

**735****Computer Assisted Learning**

This Calgary company, incorporated in 1990, has the Canadian rights to the premier North American, computerized assisted, instructional software. A demonstration and training facility is in place. Investment of \$120,000 is being sought to assist in the marketing of the company's learning system products.

**967****Environmentally Friendly De-Icer**

This Edmonton company, incorporated in January, 1992, has developed an environmentally sound alternative to road salt. It is Calcium Magnesium Acetate (CMA) made from cheese whey (now being manufactured using glacial acetic acid and dolomitic lime). The company's process will produce CMA for about one third of the current cost, making it an attractive alternative to road salt for de-icing. An order for the company's product has already been placed by the City of Edmonton. Equity of \$850,000 is required to complete the pilot project and begin production.

**1030****Environmental Assessment Company**

This Calgary environmental assessment company was formed in 1991 to provide environmental evaluations for all types of properties. It uses a soil probe system that can sample a variety of media at depths exceeding 100 feet. The unit is combined with state-of-the-art soil, vapour, and water sampling analytics sections. It is mobile, does not require borehole cuttings, minimizes surface disturbances, and provides speedy sample collection. The company is seeking equity of \$200,000 to take advantage of the growth potential throughout Canada and the western U.S. Minimum amounts of \$100,000 will be considered.

**813****Western Wear Manufacturer**

This Calgary company was incorporated in 1987 to design, manufacture and market quality casual and western wear. The products are in the mid-price range and are marketed directly by the company to specialty



western wear stores, department stores and boutiques across Canada and internationally. The company presently employs up to eight sewers. Expansion plans will allow for up to 30 sewers. Equity of up to \$240,000 is required to establish a larger production facility and acquire machinery and equipment.

NEW  
**1072**

### **Portable Golf Cart**

This Calgary company, incorporated in 1992, has developed a new concept prototype golf cart and has a patent pending. This portable cart is pedal operated with an electric motor to assist on hilly terrain. In the U.S., 120,000 new golf carts are sold annually; 80,000 of those sales are for replacement of existing carts. The company will target its marketing efforts on private sales to individuals and toward the rental markets at public golf courses. Equity of \$700,000 is being sought for commercialization.

## **1052 Specialty Advertising**

This Edmonton company is selling a novel advertising concept continent-wide. Using the proven technology of vision control panels, screens with advertising are being placed in rear windows of automobiles. While appearing as an opaque advertising from the outside, the advertisement disappears when viewed from inside, so the driver's view is not impaired. Limited capital is required to expand into new markets and the business requires only minimal supervision. The company is seeking \$250,000 from one or more investors to allow it to achieve its expansion plans.

**970**

### **Electronic HVAC Control**

This Edmonton company, incorporated in 1991, is developing and will manufacture and market an electronic control device which controls the heating, ventilation and air conditioning (HVAC) in a room. The device has been designed to save energy. The initial market for this product will be hotels and commercial users. An equity investment of \$570,000 is required to finance the final stages of development and to launch the product.

NEW  
**1076**

### **Automated Drafting Software**

Established in 1992 to provide computer consulting services, this Edmonton company is developing specialized software for drafting applications. The product is an automated steel detailing tool that integrates databases with CAD systems for use in the construction and steel industries. It increases significantly the speed and efficiency of drafting procedures. The owners will offer up to 49 percent equity in the company for an investment of \$102,000, required to complete the development and commercialization of the product.

## **1048 Arctic Sea Hotel**

This Edmonton firm has the opportunity to develop an Arctic Hotel and corporate training centre by using an oil company's former base camp in the western Arctic beside the Beaufort Sea. For tourists, services offered may include Arctic Ocean cruises, while services for corporate employees could be outdoor education experiences and motivational seminars. As well, attractive returns could be expected when the oil company returns to bring an offshore gas field on stream. Equity of \$250,000 is required to develop this plan.

**814****New Geophysical Industry Technology**

This Calgary company was established in 1989 and has developed a quality control monitor instrument to be utilized by the geophysical data acquisition industry. Its a computer-based test instrument employs a new technology that has no direct and very limited secondary competition. The monitoring equipment will enable oil companies to identify smaller pay zones of oil pools with much greater accuracy. The scope for this product is international with a total market potential in excess of \$80 million. Equity of \$100,000 is needed to complete the product development and commence a manufacturing operation.

**971****Tourist Videos**

This Calgary company was incorporated in 1991 to promote tourism in Canada through the use of their videos and to provide tourists with a quality souvenir of their holiday in Canada. The company's first video depicts an Alberta vacation and is being distributed within Alberta through various retail outlets, and by mail order both domestically and internationally. The company is seeking \$750,000 in order to continue production and distribution.

**1031****Health and Fitness Computer Program**

This Edmonton area health and fitness company was incorporated in 1992. It has researched and designed a high technology computer system that will be sold to health and fitness clubs. The system will act as a personal trainer for every club member. It will display their workouts, show them their progress and even display how each exercise is to be performed. It will also display, through anatomical figures, which muscles each

of the exercises works. An equity investment of \$205,379 is required to develop, test and market the product.

**886****Insulated Masonry Building System**

This Calgary company was formed in 1992 to market a patented insulated masonry building system in Alberta, British Columbia, the Yukon and the Northwest Territories. The product incorporates an energy efficiency of R-18, ease of construction as it can be installed by amateurs; it is cost effective and aesthetically pleasing. Marketing initiatives targeted at architects, designers, builders and contractors have resulted in \$300,000 of sales. Expansion capital of \$300,000 is being sought and minimum investments of \$100,000 will be considered.

**NEW  
1114****Pipeline Ditch Equipment**

Established in mid 1993, this Edmonton company has developed specialized pipeline construction equipment. This cost saving machine is designed to combine the functions of stripping topsoil and padding pipe/ditch into a single operation, eliminating the need to separately remove rocks and haul in sand for padding the pipe. Letters of intent have been received expressing the need of such equipment and that the companies will use it when it is ready. Equity of \$300,000 is required to build the full size prototype, set up manufacturing and establish a marketing program and rental operation.

**797****Big Game Farm**

As part of a government economic diversification and self-sufficiency plan for northern Alberta, this recently founded

operation is located on a quarter section of land (with more being made available as required), located 510 miles northwest of Edmonton. It is in the business of raising elk. Through proper management, the operator plans to export elk and by-products to markets in Europe and the Pacific Rim, where there are demands for such delicacies. The business is seeking \$318,000 for breeder stock and setting up of the farming infrastructure. \$82,988 in forgivable loans will be provided by the local economic development authority. A minimum investment of \$100,000 is required to start operations.

**989**

### **Nutritious Health Food Bar**

This Calgary company commenced operations in 1991 to create, manufacture, and distribute health food bars. Three types of bars are produced: the Classic, the Cheater, and the Sesame. Each bar contains its own unique ingredients and flavour but share in the common purpose of providing a healthy and nutritious food product without compromising on taste. The products are distributed through health food stores, gymnasiums, and beauty salons across North America. Equity of \$200,000 is being sought to increase manufacturing capacity and for working capital in exchange for a 25 per cent ownership in the company.



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1088	Walking Stick/Portable Seat.....	30
1102	Pellet Stoves.....	35
1112	Vehicle Anti-Theft Device.....	27
726	Cogeneration Equipment.....	32
770	Snowboard Accessories Manufacturer.....	37
771	Vertical Blinds Manufacturing.....	36
878	Home Built Aircraft Product Manufacturer.....	36
957	Alpine Ski Manufacturer.....	32
1017	Skin and Hair Care Products.....	44
1026	Dust Filter Manufacturer.....	44
1110	Equestrian Product Manufacturer.....	42
591	Manufacturing - Unique Door Frame.....	44
753	Audio-Video Storage Racks.....	45

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813	Western Wear Manufacturer .....	46
824	Horse Equipment Manufacturer/Distributor .....	42
892	Non-Metallic Gasket Manufacturing .....	45
1101	Retractable Mobile Cord .....	29

## Medical

724	Pharmaceutical Products .....	17
888	Medical Lab Supplier and Abattoir .....	18
1108	Computerized Prosthetics/Orthotics .....	18
827	Drug Store Chain Expansion .....	22
743	Endarterectomy Catheter .....	27
788	Dental Office Management Systems .....	29
876	Pre-Operative Hand/Arm Sanitizer .....	28
1107	Wheelchair Distributor .....	33

## Oil/Gas/Mining

780	Reversible/Variable Pitch Fan .....	19
805	Oil and Gas Joint Venture Operator .....	23
838	Oil and Gas Development .....	22
856	Specialized Oil Geological Services .....	19
959	Petroleum Assets Management System .....	46
857	Oilfield Monitoring/Control System .....	29
1007	Petroleum Software Developer .....	34
1114	Pipeline Ditch Equipment .....	48
556	Gas Supply Management .....	34
809	Bulk Propane Dealer .....	35
846	Revolutionary Down-Hole Testing System .....	40
789	Crude Oil Storage Tank Cleaner .....	33
814	New Geophysical Industry Technology .....	48

## Recreation/Tourism/Entertainment

702	Flat-Proof Bicycle Tires .....	20
915	Indoor Golf Driving Ranges .....	21
680	New Mechanical Couple .....	23
820	Four Seasons Resort Development .....	25
1037	Premium Beer Brewery .....	19
675	Sports Racing Car .....	32
719	Personal Golf Simulator .....	26
855	Ultrasonic Golf Club Cleaning Machine .....	30
864	Evening Entertainment Tours .....	29
883	Hovercraft Passenger Service .....	31
767	Board Games Manufacturer .....	35
770	Snowboard Accessories Manufacturer .....	37
949	Banff-Canmore Tourism Attractions and Services .....	38
957	Alpine Ski Manufacturer .....	32
972	Golf Marketing Product .....	42
1040	Family Resort .....	43
1078	Travellers Service Centre .....	41
753	Audio Video Storage Racks .....	45
803	Direct Marketing of Leisure Products .....	45
991	Guided Motorcycle Tours .....	29
1048	Arctic Sea Hotel .....	47
1056	Video Action Simulator .....	39
1072	Portable Golf Cart .....	47
1095	Golf and Country Club .....	45

## Retail/Wholesale

880	Auto/Recreation Battery Manufacturer .....	17
827	Drug Store Chain Expansion .....	22
727	Apparel/Trading Company .....	18
774	Multi-Purpose Display Stands .....	28
987	Established Family Restaurant Chain .....	31
890	Custom Design Watches .....	30
1057	Office Equipment Retailer .....	34
1093	Retail Music Chain .....	31
1106	Dinosaur Collector Cards .....	34
1107	Wheelchair Distributor .....	33
809	Bulk Propane Dealer .....	35
810	Packaged Kiln Dried Firewood .....	35

1018	Bottled Water and Coolers .....	41
1019	Energy Saving Products .....	39
1034	Restaurant and Art Studio .....	42
1046	Linen/Lace - In Colour .....	41
1068	Glass and Mirror Products .....	40
1087	Natural Gas Conversion Kit .....	45
803	Direct Marketing of Leisure Products .....	45
813	Western Wear Manufacturer .....	46
870	Safety Services and Products .....	37
989	Nutritious Health Food Bar .....	49
1101	Retractable Mobile Cord .....	29

## Service

1094	Home Education Program .....	17
1113	Automotive Repair Financing .....	20
951	Environmental Solutions .....	21
947	Computer Assisted Identification .....	24
816	Home Warranty Service .....	27
832	Identification System .....	26
955	Specialty Pies .....	37
929	Chartered Executive Jet Service .....	37
1027	Charter Airline .....	43
1034	Restaurant and Art Studio .....	42
867	Environmentally Friendly Diapers .....	40
956	International Business .....	38
990	Pre-Foreclosure Recovery .....	39
949	Banff-Canmore Tourism Attractions and Services .....	38
1078	Travellers Service Centre .....	41
789	Crude Oil Storage Tank Cleaner .....	33
870	Safety Services and Products .....	37
1031	Health and Fitness Computer Program .....	48
1054	Talent Agency .....	33

## Transportation

841	Rail Road Car Refurbishing .....	20
894	Air Navigation Systems for Airports .....	18
1071	Mobile Vehicle Shell .....	21
675	Sports Racing Car .....	32
804	Truck and Auto Accessory Manufacturer .....	26
988	Automatic Clutch .....	30
878	Home Built Aircraft Product Manufacturer .....	36
929	Chartered Executive Jet Service .....	37
1027	Charter Airline .....	43
1087	Natural Gas Conversion Kit .....	45



# ALBERTA ECONOMIC DEVELOPMENT AND TOURISM'S PRESENCE IN THE PROVINCE AND AROUND THE WORLD

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